

**Lock Haven University
University Curriculum Committee**

PROPOSAL COVER SHEET

Rose Ann - Please Recs 304 respond

Course #: RECE3 - Title: FINANCE & ACQUISITION OF RECREATION 3 sh

Resources - New Course

Prerequisites: Yes No Not Applicable

<i>[Signature]</i>	<i>4/18/02</i>	<input checked="" type="radio"/> Approve	<input type="radio"/> Disapprove
Signature: Department Chairperson	Date	Recommendation	

Following departmental approval, the Department Chairperson should deliver this Proposal Cover Sheet and the necessary number of copies of the proposal to the appropriate College Curriculum Subcommittee or Graduate Curriculum Committee. 501 courses bypass the College Curriculum Subcommittee and go directly to the UCC. 701 courses are to be submitted to the appropriate Graduate Curriculum Committee.

<i>[Signature]</i>	<i>4/18/02</i>	<input checked="" type="radio"/> Approve	<input type="radio"/> Disapprove
Signature: Chairperson, College Curriculum Subcommittee or Graduate Curriculum Committee	Date	Recommendation	

Following the College Curriculum Subcommittee or Graduate Curriculum Committee evaluation, the Chairperson should deliver this Proposal Cover Sheet and the necessary number of copies of the proposal to the University Curriculum Committee.

<i>[Signature]</i>	<i>5/19/02</i>	<input checked="" type="radio"/> Approve	<input type="radio"/> Disapprove
Signature: Chairperson, University Curriculum Committee	Date	Recommendation	

Following University Curriculum Committee evaluation, the UCC Chairperson should send this Proposal Cover Sheet and one copy of the proposal to the Vice President for Academic Affairs.

Anything being dropped?

<i>[Signature]</i>	<i>6-5-02</i>	<input checked="" type="radio"/> Approve	<input type="radio"/> Disapprove
Signature: Vice President for Academic Affairs	Date	Recommendation	

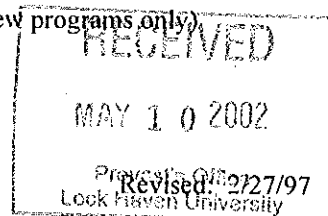
<i>[Signature]</i>	<i>6/6/02</i>	<input checked="" type="radio"/> Approve	<input type="radio"/> Disapprove
Signature: President	Date	Recommendation	

Following administrative approval, the Vice President for Academic Affairs will send a copy of this completed cover sheet to the following:

- Chairperson, Department of Origin
- Chairperson, Graduate Council*
- Chairperson, Graduate Curriculum Committee*
- Academic Dean, College of Origin (plus the original syllabus)

- Chairperson, College Curriculum Subcommittee
- Chairperson, University Curriculum Committee
- Assistant Registrar ✓
- Director of Admissions (new programs only)

* If applicable



see call 6/17/02 RB

LOCK HAVEN UNIVERSITY
LOCK HAVEN, PENNSYLVANIA

COLLEGE OF EDUCATION AND HUMAN SERVICES
Syllabus
Finance and Acquisition of Recreation Resources
RECR3 _ _

I. Introductory Information

- A. Department Name: Recreation Management
- B. Department Catalogue Number: RECR3 _ _
- C. Course Title: Finance and Acquisition of Recreation Resources
- D. Semester Hours of Credit: 3
- E. Clock Hours per Week: 3
- F. Overlays: None
- G. Restrictions Upon Student Registration: Limited to Recreation Management majors who have completed RECR101 and RECR110. Others by permission of the instructor.

II. Description of the Course

Catalog Description: This course is designed to introduce students to the various methods employed to acquire funds/resources for recreation agencies. The focus of the course content will analyze taxing structures, privatization and partnerships in community recreation, positioning strategies, complimentary assets of private and public recreation agencies, intergovernmental cooperation, sponsorship proposals, and capital funding mechanisms. The course will also communicate effective grant writing techniques.

III. Exposition

A. Objectives:

Upon completion of this course, students should be able to:

1. articulate effectively the concept(s) of taxation and it's relationship to community recreation.

2. properly describe the concept of positioning.
3. categorize and discuss external sources from which resources may be solicited.
4. illustrate the principles involved with negotiating effective partnerships with the private sector.
5. discuss and explain the various components of grant writing.
6. demonstrate effective researching skills that are directly aligned with granting sources.
7. communicates competency of intergovernmental cooperation as it relates to increased funding supply.
8. produce a concise explanation of supporting foundations and their role in the acquisition of resources.
9. analyze the positive and negative impacts of sponsorship on the the recreation agency.

B. Activities and Requirements

1. Attend lectures
2. Complete all reading assignments
3. Attend and participate in all co-curricular sessions
4. Pass written exams
5. Completion of all written assignments

C. Major Units and Time Allotted (15 weeks)

1. Orientation and foundations of finance and acquisition (1 week)
2. The taxation process and it's impact on recreation (1 week)
 - a. Evolution of the tax revolt – Proposition 13
 - b. General property taxes
 - c. Real-Estate taxes
 - d. Sales taxes
3. Capital funding mechanisms (1 week)
 - a. Full-Faith and credit obligations
 - b. Revenue bonds
 - c. Conducting a bond campaign
 - d. Tax increment financing
 - e. Certificates of participation
4. Less-than –fee simple approaches (1 week)
 - a. Planned unit and cluster development
 - b. Transference of development rights
 - c. The emergence of “greenways”
5. Positioning/repositioning to a broader constituency (1.5 week)
 - a. Strategies

- b. Contribution to economic development
 - c. Alleviation of social problems
 - d. Attracting businesses, seniors, and tourists
 - e. Stimulation of urban rebirth
6. Privatization and partnerships (1 week)
- a. Emergence of privatization
 - 1) Convergence of political agendas
 - 2) Inefficiency in monopolistic provision
 - b. The “Unfair Competition” issue
7. Complimentary assets of public and private agencies (1 week)
- a. Land banks
 - b. Low cost capital
 - c. Tax incentives
 - d. Permit and zoning control
8. Contracting services (1 week)
- a. Financial advantages of outsourcing
 - b. Formulation of the contractual arrangements
 - c. Monitoring contractor performance
9. Resource acquisition through exactions (1 week)
- a. Land dedication
 - b. Fees in lieu of property
 - c. Developmental impact fees
 - d. Negotiated planning gains
 - 1) Incentive zoning
 - 2) Concept of linkages
10. Intergovernmental cooperation (1 week)
- a. Partnerships with school districts
 - b. Partnerships with other public agencies
 - c. Federal grant support
11. Sponsorship and donation investments (1 week)
- a. Matching corporate investors
 - b. Developing and packaging donation programs
 - c. Endowment capabilities
12. Typologies of foundations (.5 week)
- a. Operating foundations
 - b. Support foundations
 - c. Grant-Aiding foundations
13. Grant writing for recreational resources (1.5 weeks)

- a. Effective grant researching methodology
 - b. Grant writing proposal development
14. Testing/workshop attendance (1.5 weeks)
- a. Written examinations
 - b. External workshop participation

D. Materials and Bibliography

- 1. Materials
 - a. Handouts
 - b. Textbook
 - c. Power Point Presentations
 - d. Guest Lecturers

2. Bibliography

Commonwealth of Pennsylvania, Governor's Sports and Exposition Facilities Task Force. (1996). Harrisburg, PA: Commonwealth of Pennsylvania.

Crompton, J. (1999). Financing and Acquiring Park and Recreation Resources. Champaign, IL: Human Kinetics.

Howard, D. & J. Crompton. (1980). Financing, Managing and Marketing Recreation & Park Resources. Dubuque, IW: Wm. C. Brown.

Ibrahim, H. (1987) Effective Parks and Recreation Boards and Commissions. Reston, VA: AAHPERD.

Kraus, R. & J. Curtis (2000). Creative Management in Recreation, Parks, and Leisure Services. Boston, MA: McGraw-Hill.

McLean, D. & S. Smith (eds.). (1990) Impacting on Recreation Boards and Park Legislation. Reston, VA: AAHPERD.

National Education Association of the United States. (1996). Contracting Out: Strategies for Fighting Back. Washington, DC: National Education Association.

Van der Smissen, B. & M. Moiseichik, V. Hartenburg, L. Twardzik. (1999). Management of Parks and Recreation Agencies. Ashburn, VA: National Recreation and Parks Association.

Walsh, R. (1986). Recreation Economic Decisions: Comparing

Benefits and Costs. State College, PA: Venture Publishing.

IV. Standards

Grades will be assigned in accordance with the grading policy of the University and will be based primarily on the quality of work demonstrated by the students in meeting the requirements noted in sections B. and C. above.

V. Rationale and Impact

- A. This is a new course that has been added to the Leisure/Commercial track of the curriculum. It is in response to the growing need for recreation managers to be more highly effective in the areas of financing and acquiring recreation resources.
- B. This course is designed specifically for the Leisure/Commercial option students but may be useful to the other options as well.
- C. This new course will have no affect on any existing academic programs or departments.

VI. Cost and Staff Analysis

- A. There is no additional faculty costs associated with this course.
- B. This course is offered once an academic year.

VI. Date Approved by University President

(Signature of President)

(Date)