SKYDIVE BRONCOS
WESTERN MICHIGAN UNIVERSITY
COMPETITIVE SKYDIVING TEAM
SPONSORSHIP PACKET
Greetings from the Skydive Broncos! We are a nationally competing collegiate skydiving team, a registered USPA group member, a registered club sport with Western Michigan University, as well as the first registered 501(c)(3) non-profit collegiate skydiving team in the nation. This unique collection of attributes sets us apart from other athletic groups.

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I) Western Michigan University Verification of RSO Status  
II) Verification of 501(c)(3) Tax-Exempt Status

**Contact and Social Media**

Website: [https://skydivebroncos.org/](https://skydivebroncos.org/)  
Instagram Username: skydivebroncos  
Facebook: [https://www.facebook.com/SkydiveBroncos](https://www.facebook.com/SkydiveBroncos)  
Twitter Handle: @skydivebroncos  
YouTube: Skydive Broncos  
Email: skydivingbronco@gmail.com  
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**Mission Statement**

We aim to foster the sport of amateur skydiving at Western Michigan University. Our goal is to create an affordable competitive skydiving experience for all college students at WMU. We do this through gathering donations and sponsorships from organizations and corporate entities. We want the transformative nature of skydiving to be made available to any WMU student willing to go outside their comfort zone.

**Letter from the President**

To Whom it May Concern,

I owe everything to this organization. It has molded me into a fearless and capable individual with the ability to overcome any task set before him. We have created and built something that is unique and not seen anywhere across the entire sport of skydiving. We are paving the way for the future of the sport at the collegiate level and are proud of the difference we have been able to make in our own cohort as well as the greater community.

People sometimes speak of a “once in a lifetime opportunity” and I truly believe that this organization offers something to that caliber. Never in my life would I have thought that I would be involved in the sport of skydiving, but this organization has given me a chance to do just that. I think that making the sport more accessible to everyone gives those that cannot afford it the opportunity to better themselves in multiple aspects of life. I owe everything to this organization and cannot wait to help it continue to grow.

Understand that your contribution is really changing the lives of multiples members possessing vastly different backgrounds and interests. You are helping to create a supportive family of amazing and talented people, so please consider contributing the future of the sport.

Blue Skies,

Nathan S Kueterman

IV President of Skydive Broncos
Our History

The Skydive Broncos have been around much longer than you think. We have humble origins in the 1960s, existing then as the Pegasus Skydiving Club. During that time, we held regular competitions with the Spartan Divers of Michigan State. Below are some newspaper segments from that time period to get a perspective of how much rich history the organization has:
Our current team is the third iteration of the Skydive Broncos. We were founded as a registered student organization of Western Michigan University by John Bartolic, the team’s second president in 2017. It wasn’t until the third President’s term Jacob Paquette with the help of Nathan Kueterman, the team’s current president, that we become the first collegiate skydiving team with a 501(c)(3) designation. Since then we have grown tremendously with no sign of slowing down.

The organization is attempting to bring together the Pegasus Broncos of old so that a stronger network of Western Michigan University Skydivers can be built. We have managed to contact several of the members from the 1960s and look forward to setting up some sort of reunion event.
The current iteration of the team has been recognized in several publications. They range from before we were a registered student organization to only just this past Fall.

1. Western Herald Article | September 20th, 2016
   https://www.westernherald.com/sports/article_1482e5aa-7f67-11e6-9054-db60f052bf3e.html
2. Western Herald RSO Spotlight | September 26th, 2016
3. RSO Spotlight: Skydive Broncos Youtube Video | May 31st, 2017
   https://www.youtube.com/watch?v=i0ybH3ePz2E
4. Battle Creek Enquirer | June 7th, 2018
5. Western Herald Deep Dive Youtube Video | Nov 12th, 2018
   https://www.youtube.com/watch?v=KW4QTj6izI
6. March 2019 Parachutist Article (most competitive skydiver section)
7. Yes, WMU really has a skydiving team WMU NEWS | Aug 27th, 2019
   https://wmich.edu/news/2019/08/54594
8. February 2020 Parachutist Article (recognition of outstanding work)

This team is paving the way forward to become the standard model for collegiate skydiving teams around the country. We are continuing to gain momentum not only in our local community, but across the international skydiving community.
Skydiving: Crafting Leaders

Skydiving is one of the most transformative experiences a person can have in their lifetime. Members of the club come from different cities, countries, socioeconomic status’, as well as a variety of academic disciplines. This melting pot of people forms a unique group all united by the sport of skydiving. By also being a competitive team, our members have the opportunity to travel around the country and meet people from different collegiate institutions and military academies.

Skydiving is an incredible self-esteem booster. Simply being a licensed skydiver garners respect and speaks to the quality of our members. The sport itself is demanding physically and mentally, yet our members can attest the experience is second to none. The Skydive Broncos and the instructors at Skydive Allegan (our home dropzone) provide essential support to our members navigating their way through the sport. Skydiving allows our members to become the best version of themselves, which is invaluable in promoting self-confidence and other leadership skills. As such, the Skydive Broncos take great pride in helping craft young college students into leaders.

Leadership Attributes attained as part of the Skydive Broncos:
- Self-Responsibility
- Self Confidence
- Teamwork and Collaborative Learning
- High Pressure Situational Awareness
- Critical Thinking and Analyzation
- Quick and Effective Improvisational Thinking
- Complex Business Building Experience
- Integrity
- Respect

The leadership qualities of our members contribute to success in the classroom, the workforce, and personal lives. With the support of donors and sponsors, we can continue to offer our members the best opportunity they’ll ever have in college.

II President John Bartolic accepts a pilot position at American Airlines
Sponsorship-Chair Stephanie Buglione has two published research articles and started the SEDS chapter at WMU
Sponsorship/Donation Information

We like to make sure that our sponsors are getting the most out of their donations. There are several packages that we offer organizations and companies based on donation amount.

Disclaimer: All sponsorships perks are optional under discretion of the sponsor. If said person/organization wishes to receive none of the eligible perks, then they have the right to do so.

All perk requests are tabulated by commenting during online donations or through email.

Black Level: $100.00-$499.99
Bronco Thank You Package
Social Media Shout-Outs

Brown Level: $500.00-$999.99
All the Above Perks
Logo on Skydive Bronco Shirts

Gold Level: $1000.00-$2499.00
All the Above Perks
Customized Trophy
Logo Space on Competition Equipment (Helmets or Jumpsuits)
Bronco Apparel (One T-Shirt or Jersey)

Platinum Level: $2500.00-$4999.99
All the Above Perks
Personalized Company Promotional Video
One Free Tandem Jump for company member (minus $200 total deductible donation amount)

Diamond Level: $5000 and Up
All the Above Perks
Personalized Plaque
Company Themed Landing Area Flags

************************Resume Book offered per request of the sponsor************************
**Donation:** Charitable gift that is tax-deductible which means that the donor will receive an income tax donation receipt. *Donors contribute monetary donations, skydiving gear, or merchandise. For donating skydiving gear, the fair market value of the equipment is determined by an industry professional in which a receipt for the tax deduction is issued.* Typically, a donor is an individual rather than a business.

**Sponsorship:** Sponsorships are viewed as a charitable gift and are tax-deductible (minus the value of any tangible benefits received in connection with the sponsorship). In return of money given through the sponsorship, the sponsor selects what they will receive out of the sponsorship based on the pre-determined sponsorship tiers.

### Allocation of Funds and Previous Year Summary

Sponsorship dollars for Skydive Broncos are immediately put to good use. Donors/sponsors are given the option to decide where they want their money to go. Based on the previous years’ revenue and expenses, below are two weighted charts that outline generally where the money is used:

**WMU Funding:**
- University Allocations and Reimbursements

**Sponsorships:**
- Corporate Businesses and Philanthropists

**Fundraising:**
- From Raffles to Local Business Fundraisers

**Dues:**
- Required Fees for Semesterly Membership

**Donations:**
- Family and Business Contributions

#### 2019 Revenue

- **WMU Funding:** 35%
- **Sponsorships:** 32%
- **Fundraising:** 27%
- **Donations:** 3%

#### 2019 Expenses

- **Student Training Jumps:** 30%
- **Operational Expenses:** 9%
- **Team Equipment:** 9%
- **Travel and Lodging:** 21%
- **Competition Fees:** 25%

**Student Training Jumps:**
For Training Students Towards Their A-license

**Competition Fees:**
- Registration, Jump Tickets, and Gear Rental

**Travel and Lodging:**
- Car Rental, Fuel, and Hotel Fees

**Operational Expenses:**
- Non-profit Paperwork and Small Events

**Team Equipment:**
- Jumpsuits, Helmets, Skydive Rigs
Becoming a USPA A Licensed Skydiver

The steps to become a licensed skydiver follow a logical progression, starting small and building with each subsequent jump. At Skydive Allegan, we use the IAD, or Instructor Assisted Deployment program. The progression carries the student through 16 levels, after which the jumper prepares for the A-license check dive to become a licensed skydiver! The student progression and license costs are outlined below:

<table>
<thead>
<tr>
<th>Jump Level</th>
<th>Jump Name</th>
<th>Altitude</th>
<th>Cost</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>1st Tandem Skydive</td>
<td>11,000'</td>
<td>$199</td>
<td>The Very First Skydiving Experience! Attached to the instructor w/ tandem harness</td>
</tr>
<tr>
<td>2</td>
<td>2nd Tandem Skydive</td>
<td>11,000'</td>
<td>$199</td>
<td>Student deploys the canopy and helps control the canopy with assistance from instructor, still attached by harness</td>
</tr>
<tr>
<td>3</td>
<td>First Jump Course and IAD Jump</td>
<td>3500'</td>
<td>$165</td>
<td>4-5 hours of classroom instruction and briefings followed by an instructor assisted deployment. Student is under complete control of the canopy and is guided down by another instructor via one-way radio</td>
</tr>
<tr>
<td>4</td>
<td>Second IAD Jump</td>
<td>3500'</td>
<td>$100</td>
<td>Same as the first IAD but without the groundschool. Student exits by hanging off the strut of the airplane</td>
</tr>
<tr>
<td>5</td>
<td>Third IAD Jump</td>
<td>3500'</td>
<td>$100</td>
<td>Final instructor assisted deployment with a focus on technique and proper body position</td>
</tr>
<tr>
<td>6</td>
<td>First Clear and Pull</td>
<td>5000'</td>
<td>$100</td>
<td>Student exits and deploys without assistance with a five second delay of freefall. Now on limited radio.</td>
</tr>
<tr>
<td>7</td>
<td>10 Second Freefall</td>
<td>5000'</td>
<td>$100</td>
<td>Student focuses on remaining stable during freefall and deployment</td>
</tr>
<tr>
<td>8</td>
<td>10 Second Freefall</td>
<td>5000'</td>
<td>$100</td>
<td>Repeat of the last jump. Potentially off radio entirely.</td>
</tr>
<tr>
<td>9</td>
<td>10 Second Freefall</td>
<td>6000'</td>
<td>$100</td>
<td>Student performs simple 180 degree turns during freefall while maintaining a heading</td>
</tr>
<tr>
<td>10</td>
<td>15 Second Freefall</td>
<td>7000'</td>
<td>$100</td>
<td>Student performs simple 360 degree turns during freefall while maintaining a heading</td>
</tr>
<tr>
<td>11</td>
<td>20 Second Freefall</td>
<td>8000'</td>
<td>$100</td>
<td>The student performs a tracking maneuver while maintaining a consistent heading</td>
</tr>
<tr>
<td>12</td>
<td>25 Second Freefall</td>
<td>9000'</td>
<td>$100</td>
<td>Continues to work on tracking maneuver but this time exits the aircraft in the ‘poised’ position</td>
</tr>
<tr>
<td>13</td>
<td>Bomb Out Exit</td>
<td>11,000'</td>
<td>$100</td>
<td>Student goes to full altitude and exits the aircraft in an uncontrolled fashion (super fun!)</td>
</tr>
<tr>
<td>14</td>
<td>35 Second Freefall</td>
<td>11,000'</td>
<td>$100</td>
<td>Backflips, Frontflips, and Barrel Rolls are performed during this jump</td>
</tr>
<tr>
<td>15</td>
<td>35 Second Freefall</td>
<td>11,000'</td>
<td>$100</td>
<td>Student performs a ‘dock’ on the instructor during freefall while attempting to remain level with them</td>
</tr>
<tr>
<td>16</td>
<td>Student Graduation Jump</td>
<td>11,000'</td>
<td>$100</td>
<td>To graduate student status, the diver must perform a frontflip, then backflip, and then dock with the instructor. The student is now able to jump under their own supervision at the drop zone</td>
</tr>
<tr>
<td>17-24</td>
<td>Fun Jumps</td>
<td>11,000'</td>
<td>$50 Each</td>
<td>These jumps can be done with anyone at the drop zone, except other students, and are done to fill in the remaining requirements of the A-license card</td>
</tr>
<tr>
<td>25</td>
<td>A-License Check Dive</td>
<td>11,000'</td>
<td>$100</td>
<td>To graduate student status, the diver must perform a dock followed by a 360 degree turn and perform another dock with the instructor. The student is now able to jump under their own supervision at the drop zone</td>
</tr>
</tbody>
</table>

**Total License Cost** $2,463.00
Jump categories and associated costs are explained below:

<table>
<thead>
<tr>
<th>Jump Type</th>
<th>Jump Ticket</th>
<th>Gear Rental</th>
<th>Instructor Fee</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Tandem</strong></td>
<td>$ 25</td>
<td>$ 50</td>
<td>$ 124</td>
<td>$ 199</td>
</tr>
<tr>
<td><strong>Student Jump</strong></td>
<td>$ 25</td>
<td>$ 25</td>
<td>$ 50</td>
<td>$ 100</td>
</tr>
<tr>
<td><strong>Solo Jump w/ Gear Rental</strong></td>
<td>$ 25</td>
<td>$ 25</td>
<td>-</td>
<td>$ 50</td>
</tr>
<tr>
<td><strong>Solo Jump without Gear Rental</strong></td>
<td>$ 25</td>
<td>-</td>
<td>-</td>
<td>$ 25</td>
</tr>
</tbody>
</table>

Due to the incredible expense of student jumps, it has been difficult for the organization to put a large amount of people through the program. However, in our short three-year existence we have managed to put six people through the A-license program and gave over thirty-five the opportunity for their first solo jump. Getting your A-license is not an easy process and has several requirements that require building the skills necessary to become a self-sufficient skydiver and leader.

**A License Requirements**

- 25 Skydives
- Completed Proficiencies such as:
  - Freefall skills part of the IAD program
  - Ability to pack a parachute unassisted
  - Knowledge of aircraft and parachuting regarding wind, weather, etc.
  - Landing within specified distances from a target
- Complete and pass a written and oral knowledge examination
- Registration with the United States Parachute Association
- Performed to a high level the A-License Check Dive

**After a successful A-License check dive, the jumper can now travel to other dropzones, jump with other license holders, and compete with the team!**

The organization has successfully generated six strong and capable A-Licensed skydivers throughout its history and they are as follows: Nathan Kueterman, Colton Churches, Molly Flattoff, Wil Spielmaker, Aaron Blondell, and Garrett Mohney. We look forward to generating many more!
Competition and Event Timeline

New Year, New Collegiate Nationals

Every year during the last week of December and the first week of January, the military academies along with a few college competitive teams travel from all across the country to the largest collegiate skydiving competition in the world. The locations alternate between Skydive Arizona located in Eloy or the Florida Skydiving center in Lake Whales.

The breakdown for collegiate competition is simple. One type is the classic skydiving challenge of **sport accuracy**. Teams are flown up to 4,000 feet and jump out of the plane in groups of 4. They land one at a time and try to land as close to the target as possible. The person at the end who accumulates the least amount of distance from the target takes home the medal.

2-way and 4-way formation dive flows are the other way to compete at nationals. A team of 2 or 4 people exit the plane from 13,000 feet and have around 35 seconds to form 4 different formations repeatedly (Dive flows). For every formation formed successfully, the team gains 1 point. The team that gains the most formation points after 3 rounds wins. Collegiate nationals are not only a chance to compete with other schools, but a chance to bond as a team over something we all enjoy.
Spring

The majority of our time spent in the spring is to reflect on our experience from collegiate nationals and schedule/prepare for the upcoming season. Some of the things we focus on include:

- Update constitution with new rules and bylaws
- Create payment timeline with sponsors
- Mold internal improvements within the business
- Recruit new skydivers for the upcoming season
- Hold various volunteering and social events

Summer

This is our favorite time of the year because we get to jump! We train our skydivers during this time period and host various home competitions. Last year Skydive Allegan hosted a sport accuracy competition, but this year we are attempting to up the ante with a new regional competition.

The Great Lakes Invitational is a competition whose rules are based directly from the National Collegiate competition that is put on by the USPA. The competition includes:

- Accuracy Landing (Closest to the circle)
- Three-way Freestyle (3 Competitors and 1 person jumping camera)

However, the Summer is prime time to get skydivers through the student program. Typically, after a long day of jumping we like to relax at the campfire next to Little House, a small house owned by the drop zone just outside of the Airport. There we tell the epic tales of our skydiving adventures.

Fall

This is where we typically get our largest recruitment push during an event called Bronco Bash where thousands of students gather to sign up for Registered Student Organizations. We typically attempt to get these people out to do their first tandem, and if they are fit for skydiving, we potentially give them the opportunity to go through the student program.

Rookiefest is a unique competition we attend at Skydive Chicago that it is only meant for the rookies of the sport. This includes anyone that has either less than 200 jumps, or less than two years in the sport. Skydivers are paired up into random teams of three, two being rookies and the other a professional with thousands of skydives. It challenges us to adapt to jumping with people we have never jumped with before while giving us the fundamentals to perform at collegiates.
Short-Term Goals (2020 Season)

As a professional organization, we are constantly setting goals for varying aspects of operations. The team has come up with several for the upcoming skydiving season as well as for years down the road. They are outlined in the following sections below:

1. **Assemble One Functional Student Rig**

Student jump costs are 25% higher when borrowing student gear from our home drop zone. The team will save a lot of money with their own gear to jump with, so we are currently looking to fill the container that Sunpath donated to us during our first collegiate nationals with safe and reliable equipment. The only remaining elements of the gear we need to make the container jumpable are as follows:

   - ZP 210 Square Foot Main Canopy | $500-$1500
   - 218 Low Bulk Reserve Canopy | $400-$1200
   - Vigil II AAD (Automatic Activation Device) | $1000-$2000

*Pictured is our container design by Sunpath

Having a consistent set of gear for the team to jump will save money down the road and add more value to donations and sponsorships. There are several Facebook groups that consistently sell used gear, and that is the route we will go. Don’t worry, all team gear is checked and verified by our rigger at Skydive Allegan.

2. **Set up Great Lakes Invitational Home Competition**

During the past collegiate nationals, we met a few teams that would be interested in attending a competition at our home drop zone of Skydive Allegan. Most of the university teams are used to jumping out of large turbine airplanes such as the grand caravan or sky-van. Our two Cessna drop zone would offer an interesting challenge to those universities and would help bring the public university skydiving culture closer together. Dates are June 18th through June 21st.

There are several schools within the local area that have taken interest in this competition such as Michigan State and the University of Illinois. This why we are deciding to name it the Great Lakes Invitational.
3. **Train Six More Members to an A-license**

The team has currently brought six individuals through the A-license program successfully. There are many members of the team that have gone through the majority of the student program and we seek to have them achieve their A-license by the end of the season.

Having more licensed people on the team will improve performance in a litany of ways:

- Create better overall communication and skydiving principles to new members
- Allow for a more diverse set of skydivers to choose from for competition
- Inspire future students to achieve more for the team and progress through the program
- Further legitimize the Skydive Broncos model for alternative university engagement

This is where the majority of our expenses will likely go this year. To put six individuals through the program we need to raise on the order of $10,000-$15,000 for this upcoming year. Based on our first year’s revenue growth, we expect this to be entirely plausible.

4. **Consistent Sponsorship Chain and New Sponsors**

In our first full year as a 501(c)(3) organization we managed to achieve **12** new sponsors. Two of those sponsors are skydiving equipment companies that gives us reduced rates on gear. The remaining are a mix of product and monetary sponsorships. It was difficult to get companies on board because we were the first collegiate skydiving team to ever attempt to do this, but we have proven that we can add value to companies and individuals willing to donate.

We have added a system to our website through donorbox to expedite the donation process. This will allow us to more accurately track sponsorships and donations through our home website. The organization has set the bar high this year and made the goal to raise $40,000 dollars through online donations. We want to make the process of giving to the team more accessible while also expanding our current standing of sponsors.

5. **Win Medals at Rookiefest and Collegiate Nationals**

A lot of what the heart of our team does is attempt to perform at a high level in the collegiate skydiving competitive scene across the country. Naturally, our team receives less freefall experience on a by jump basis as opposed to other teams because we jump out of Cessna 182s from 11,000’ as opposed to turbines from 13,000’ or higher. However, we are attempting to counteract that through precisely scheduled practices where the training value on a per jump basis is higher than other collegiate teams.

Our goal this year is to bring home some hardware for the first time in this team’s history. This is a huge obstacle to overcome because of the extremely well-orchestrated training that the military
programs receive. We think our best bet to receive medals is at Rookiefest due to the lack of government funded training amongst the participants. The only thing holding us back in that competition is the amount of tunnel time that the rookies around the Chicago area typically have before the competition. This gives a huge advantage in terms of their ability to do relative work during the competition. Last year Colton Churches received eighth place out of fifty-two participants, so we think it is entirely possible to take home some hardware in the event this year.

6. Set up the Skydive Bronco Alumni Association

This organization is currently governed only by the student body of Western Michigan University. We seek to expand the responsibilities of those that have been transformed by this team into their professional lives in the form of an organized alumni association. That means getting Skydive Bronco alumni involved not only in donating back to the team, but handling some of the business and financial aspects as well. It would benefit the team to not have the entire burden of handling the organizations business matters in the hands of the students.

The focus for the students should be in building their leadership skills and advancing their capability and involvement in the sport; therefore, we are going to institute an alumni association to help alleviate some of the effort needed to run the organization. This will not only validate that our program creates effective leaders but will help to ease the tensions companies may have about a student run organization they are attempting to sponsor.

Long-Term Goals

1. Ownership of Multiple Student Rigs

The more assets the team acquires in terms of usable rigs for student jumps and competitions, the cheaper operations will inevitably become. Nothing looks more professional as a team than to have multiple matching uniforms and rigs during competition. Not only will it improve our professional and promotional appeal, but will serve to help further the reach of the organizations income.

2. Members and Alumni Becoming Coaches and Instructors

The Skydive Broncos will eventually grow into a full network of capable and competent skydivers that exist and have varied experience in the skydiving and professional community. This means that many of them will eventually come coaches, instructors, and pro-rated skydivers. Our own Skydive Allegan is hosting a coaching course this Summer where Nathan Kueterman will be attempting to acquire his coach rating so that he may teach future Skydive Broncos.

3. Mentor Other Collegiate Teams Towards Skydive Broncos Model

The main competition we find ourselves with at collegiate nationals are the government funded military academies; therefore, we are attempting to expand the scope of collegiate skydiving to become more accessible to public universities. As far as we know the model we have created for collegiate teams is a good one and other schools are starting to take notice and want to model themselves after us. In the 1960s, the collegiate nationals used to be a massive event with people from universities all over the country in attendance. It has become a competition dominated by the military academies; we want to change that.
Media Exposure

The Skydive Broncos continue to grow and expand their network through social media outlets like Facebook, Instagram, Twitter, and YouTube. Social media has given us the opportunity to show how far our message can reach, while also giving us the ability to acknowledge our sponsors through our posts. Having almost 3,000 followers on Instagram, and 450 followers on Facebook, we are able to share our appreciation for those who help us promote the sport of skydiving. Below are our metrics for our recent Facebook post and current Instagram and YouTube followers.

One of the things we offer companies is the opportunity to create exclusive media that is not only unique in its character but adds value to the company’s donation. A few examples of things we have done in the past include a promotional jump in a company T-shirt for Maggie’s Catering and an exclusive skydive video for Rockstar. As the team expands their expertise and more people can jump camera, we hope that companies will want us to provide very interesting pictures and footage for them.
We worked closely with our equipment sponsors Ouragan Sport and Birdz Eyewear over the Summer of 2019 to provide exclusive media to put on their websites for advertising purposes. Some of the awesome media we have captured over the years is outlined below:

This picture here perfectly encapsulates what it means to be a Skydive Bronco. At heart, we are a family of college students bound by one simple passion, jumping out of perfectly good airplanes. We strive to be better than we were yesterday, while also maintaining a humble attitude that will carry us successfully and happily throughout life. Our story is one that is meant to be shared with others and we are proud for what we have accomplished thus far. We want the companies that are partnered with us to become a part of our legacy, one that will shake the very foundation the sport of skydiving was building. Join us, and live forever in the glory of changing the lives of countless youth willing to go the extra mile.
2019 Outreach

As the Skydive Broncos, we take the responsibility of giving back to our community very seriously. This year we have volunteered for many different organizations in an attempt to create a fun and varied experience for our members.

**WMU College of Aviation- Night of Flight**

On October 29th, we helped in touring some 1st-8th grade students and helped to give them insight to how the aviation industry is operated as well as how airports are run. We gave talks and assisted in some fun activities and icebreakers for potential future pilots.

The team has begun to form a strong relationship with the COA and will be assisting in several future events over the Summer of 2020.

**Loaves & Fishes**

On November 25th the team volunteered for the Kalamazoo Loaves & Fishes, helping feed our community members in need. When volunteering, we packaged food and delivered the food to the recipients’ vehicles, all while creating a bond with our community. This is one of our favorite places to volunteer and have several dates planned to give back this year.

**MI Career Quest**

On October 29th, we helped guide students from the buses to one of the 4 career stations. Each station featured employers from either Health and Human Services, Informational Technology, Professional Trades, or Engineering. During this event we were escorts for the students, monitored the building, handed out goodie bags, and helped some of the employers with their activities. It is important to help mold the youth while trying to give a good name to the Skydive Broncos.
3 Disciplines Triathlon

On August 10th, the team volunteered for the 3Disciplines triathlon in Vicksburg, Michigan. Our main roles consisted of setting up and tearing down the event, along with handing out water to the participants and directing them throughout the race. Not only was this a valuable volunteering opportunity, it ended up netting the team a $700 donation. The team plans to make this a yearly appearance.

Adopt a Highway

On the weekend of September 21st, the Broncos not only met some of our new teammates but also helped the environment. Some of the broncos also went on to help clean up part of the highway that was adopted by Jarrod Tuinstra, one of our instructors at Skydive Allegan. We love skydiving, but we also love giving back to the community and helping the environment. In order to keep our sign with adopt a highway, the team will perform yearly maintenance on Mile 54-55 of HWY 131 which is very close to our home DZ.

On Campus Events

The team also has several events that are held on campus throughout the year. We enjoy supporting other club sports teams as well as holding info sessions in the Bernhard center. We like to enjoy each other’s presence outside of the typical skydiving atmosphere. This shows that we are a strong team of tight knit individuals and that we are willing to make connections with each other outside of our busy schedules.
To Whom It May Concern;

SKYDIVE BRONCOS is a registered student organization (RSO) at WMU for the 2019-2020 academic year.

This organization is recognized by the University, however, it is independently operated by students and therefore not an official WMU entity. If the organization has 501(c) 3 status, it is through the organization not WMU or the Office of Student Engagement.

If further information is needed, please refer to the Office of Student Engagement at [http://www.wmich.edu/activities/](http://www.wmich.edu/activities/) and [http://wmich.collegiatelink.net/organizations](http://wmich.collegiatelink.net/organizations) or contact Brad Kosiba at 269-387-2118.

Thank you,

Erica Wilson  
Interim RSO Development Graduate Assistant  
Office of Student Engagement  
Western Michigan University  
1903 W Michigan Ave  
Kalamazoo, MI 49008-5356  
Phone: (269) 387-2157  
Fax: (269) 387-2185
Dear Applicant:

We're pleased to tell you we determined you're exempt from federal income tax under Internal Revenue Code (IRC) Section 501(c)(3). Donors can deduct contributions they make to you under IRC Section 170. You're also qualified to receive tax deductible bequests, devises, transfers or gifts under Section 2055, 2106, or 2522. This letter could help resolve questions on your exempt status. Please keep it for your records.

Organizations exempt under IRC Section 501(c)(3) are further classified as either public charities or private foundations. We determined you're a public charity under the IRC Section listed at the top of this letter.

If we indicated at the top of this letter that you're required to file Form 990/990-EZ/990-N, our records show you're required to file an annual information return (Form 990 or Form 990-EZ) or electronic notice (Form 990-N, the e-Postcard). If you don't file a required return or notice for three consecutive years, your exempt status will be automatically revoked.

If we indicated at the top of this letter that an addendum applies, the enclosed addendum is an integral part of this letter.

For important information about your responsibilities as a tax-exempt organization, go to www.irs.gov/charities. Enter "4221-PC" in the search bar to view Publication 4221-PC, Compliance Guide for 501(c)(3) Public Charities, which describes your recordkeeping, reporting, and disclosure requirements.
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