Let’s Address The Misconceptions
Has An Architect Review 201 Main Street?

FACT: The Figures provided to the city were vetted by Bruner/Cott Architects
FACT: The figures were derived by Fennessy Consulting Services (a professional cost estimator)
FACT: Independently verified by a local general contractor (Harvey Construction)

Bruner/Cott architects and planners
**CONSTRUCTION COST ESTIMATE**

We are offering this budget report as a draft document requiring further verification. The cost benchmarks are based on the model programs applied to the three study sites. Our summary is based on the conceptual cost estimate for each site prepared by Fenney Consulting Services and Fisher Dachs’ Theatre Equipment Memo. Obviously, a conceptual cost estimate is based on a series of assumptions that need to be reviewed and tested, but in the construction/renovation cost estimate and Theatre AV Scope, our team is presenting what we believe to be industry standards for a mid-sized performing arts center venue. The FF&E budget is an allowance for lobby, classroom, and office furniture as well as seating tables and chairs. If these spaces were to be designated “tenancy floors” for a vendor-subsidized or a theater equipment, these costs could be shifted away from this budget, which is a hard cost budget with FF&E.

<table>
<thead>
<tr>
<th>Model</th>
<th>Capacity</th>
<th>Scope</th>
<th>Upgrades</th>
<th>Construction Cost (Estimated range)</th>
<th>Theater/AV Budget</th>
<th>FF&amp;E Allowance</th>
<th>Land Acquisition</th>
<th>Cost per seat (theatre seats total)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Option 1a</td>
<td>500 main</td>
<td>Flexible studio theatre, no mezzanine, 9,000 sf retail core &amp; shell</td>
<td>Raise roof, limited interior upgrades to meet code and program needs</td>
<td>$11.0-12.0 m</td>
<td>$950,000</td>
<td>$100,000</td>
<td>$1m</td>
<td>$20.8-22.88 per</td>
</tr>
<tr>
<td>Option 1b</td>
<td>42,600 sf</td>
<td>Flexible theatre/event room with mezzanine, 9,000 sf community arts space, 9,000 sf retail core &amp; shell</td>
<td>Raise roof, upgrade interior program spaces, upgrade exterior image</td>
<td>$14.7-16.8 m</td>
<td>$115m</td>
<td>$120,000</td>
<td>$1m</td>
<td>$19.3-21.08 per</td>
</tr>
<tr>
<td>Option 2a</td>
<td>250 main</td>
<td>Upgraded black box theatre, Apparatus Bay fit out for events, community art space</td>
<td>Limited interior upgrades to meet code and program, some exterior upgrades</td>
<td>$8.2-9.3 m</td>
<td>$950,000</td>
<td>$100,000</td>
<td>$0</td>
<td>$21.7-23.88 per</td>
</tr>
<tr>
<td>Option 2b</td>
<td>175 Firehouse</td>
<td>Flexible theatre/event space with mezzanine, Apparatus Bay fit out for performance, community art space</td>
<td>Raise roof, upgrade interior program spaces, upgrade exterior image</td>
<td>$12.5-13.9 m</td>
<td>$115m</td>
<td>$120,000</td>
<td>$0</td>
<td>$17.7-19.38 per</td>
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<tr>
<td>Option 3a</td>
<td>540 main</td>
<td>Flexible theatre/event space with mezzanine, Full program minus community arts space and retail</td>
<td>Equal to precedent Model B</td>
<td>$15.8-17.0 m</td>
<td>$115m</td>
<td>$120,000</td>
<td>$0</td>
<td>$22.4-24.18 per</td>
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</tbody>
</table>

**Note:** Land cost TBD.

Costs for architectural, engineering, and legal fees as well as other fees not included.

City of Nashua, NH Performance Arts Events Center Study | 43
THE TAX ISSUE

201 Main Street generates $48,948.00 in taxes

8,864 sq/ft of rentable space

How much revenue does that generate? ($100,000)

Guess What We Can Assess Taxes on Top of that!
Court Street Theater

Different Product
It’s a Community Theater
There’s No Parking

2,500+ Spaces in Downtown

200 Feet

525 Feet
THE COMMITTEE WAS STEERED

This Is Factually Inaccurate
INITIAL STUDY SITES

SELECTION CRITERIA

- Access to parking
- Visibility on Main Street
- Proximity to retail
- Adequate footprint

- Financially Viable

SPRING ST
17,500 sf footprint

MAIN ST
14,500 sf footprint

COURT ST
13,500 sf footprint

WATER ST
11,000 sf footprint

INDIAN HEAD BANK
8,500 sf footprint
PREFERRED DEVELOPMENT SITE

SPRING STREET

COURT STREET

MAIN STREET

- Access to parking
- Visibility on Main Street
- Proximity to retail
- Adequate footprint

❖ Financially Viable
Daniel Webster College

Only Seats 350
There is no back of the house
Not set in a walkable area
No Positive Economic Spinoff
“We can’t afford it”

This is factually Incorrect

The fact is this expenditure can be accommodated under the current financial plan(s)

The fact is we are paying off more debt than we are bringing on
Sunset Cultural Center | Carmel, CA
※ The Sunset Cultural Center originated as a public school built in 1926.
※ In 1963, the City of Carmel purchased the building, renaming it the Sunset Community + Cultural Center.
※ In 2001, the facility underwent a $21.4 million renovation, emerging as the Sunset Cultural Center. Funds for the renovation were raised through a mix of public and private contributions: $9 million came from the City; remaining funds came from 1,200 private contributions.
※ The Center features a 718-seat theater. Of these seats, 48 can be stored under the main seating area, creating space for an orchestra pit or thrust stage.
※ In addition, there are multiple meeting rooms, an outdoor plaza, and a terrace.
※ While owned by the City, the Center is operated by a nonprofit.
※ It’s operating budget for 2014 was $2.6

Edmonds Center for the Arts | Edmonds, WA
※ The Edmonds Center for the Arts was originally constructed as a high school auditorium in 1939.
※ In 2002, the Public Facilities District (PFD) purchased the building with the aim of developing a regional arts center.
※ Renovations began in 2005 and lasted for one year. The $18.5 million price tag was funded by the PFD/Bond Financing.
※ Today, the Center for the Arts features a 704-seat auditorium, flexible lobby space for events, and three multipurpose meeting rooms.
※ The facility is owned by the PFD and operated by a nonprofit.
※ The Center’s 2014 operating budget was $962,868.

Suffolk Center for the Arts | Suffolk, VA
※ The Suffolk Center for the Arts is housed in a former high school.
※ Built in 1922, the school closed in 1990. Eight years later, a task force was formed to determine its future and decided to transform the school into a cultural center.
※ An $8.8 million capital campaign was launched in 2001. Because the project was adaptive reuse, it qualified for historic tax credits. The remaining funds were provided by the City of Suffolk and the private sector.
※ The renovation began in 2004 and was completed in 2006.
※ Today, facilities include a 550-seat theater, a flexible ballroom, studio space, galleries, a gift shop, and an on-site restaurant.
※ The Suffolk Center’s operating budget is $1,680,499.
BRIC House | Brooklyn, NY

- The 40,000 square foot BRIC House opened in 2013 in what was formerly the Strand Theater.
- The facility is home to BRIC, a nonprofit arts presenter and incubator.
- The facility features a public media center, contemporary art exhibition space, two performance spaces, a glass-walled TV studio, and artist work spaces.
- The primary performance space has retracting chairs and a capacity between 240 and 400.
- The BRIC House renovation project cost $41 million dollars. Funds were provided by the New York City Department of Cultural Affairs, the City Council, and the Brooklyn Borough President. The project was managed by the New York City Economic Development Corporation.
- Additional funding support came from multiple charitable foundations.
- BRIC’s operating budget is $11,715,776

Acadiana Center for the Arts | Lafayette, LA

- The 46,000 square foot Acadiana Center for the Arts is the cultural hub of Lafayette.
- The facility was developed in two phases, with the first phase being completed in 2004 and the second in 2011. It’s total cost was $12 million.
- The Center’s mission is to foster art and culture in Acadiana.
- Facilities at the Center include the James Devin Moncus Theater, a flexible, 300-seat theater with a standing capacity of 500; an atrium/café; an art house; an art loft; and a board room.
- Featuring a modular floor and seating system, the theater can be reconfigured to accommodate thrust, proscenium, black box, and in-the-round seating; banquets; standing room events; and partial seating/standing events.
- It’s operating budget for 2014 was $2.1 million

<table>
<thead>
<tr>
<th>Capital Funding Comparables</th>
<th>Sunset Cultural Center</th>
<th>Edmonds Center for the Arts</th>
<th>Suffolk Center for the Arts</th>
<th>BRIC House</th>
<th>Arcadiana Center for the Arts</th>
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<td>Market</td>
<td>Carmel, CA</td>
<td>Edmonds, WA</td>
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