

BUILDING FOR THE FUTURE



## WHERE WE STAND

- \$6.8M approved by City Council on 9/3/2024
- FBIDC helping identify and apply for potential funding
  - CDFA tax credits
  - CDFA block grant
  - USDA Community Facilities
  - FOH Capital Campaign
  - Numerous small grants
  - Community grassroots initiatives
  - Other opportunities may arise???

On September 3 the City Council voted to approve funding of \$6.8 million to renovate the building all at once.

Working with the FBIDC, we will be doing everything we can to obtain as much funding as we can to reduce the ultimate cost to taxpayers. There are several grassroots fundraising efforts underway in the community as well. Maybe we can even raise enough money to cover that \$500,000. We can try.

But assuming that we need to make those reductions so we can get this project moving, I'm hoping that in the final design process we can incorporate changes to achieve that reduction. These thoughts are MINE, not from the FOH Board, and I am sharing for the purposes of tonight's discussion.

## WHERE WE STAND

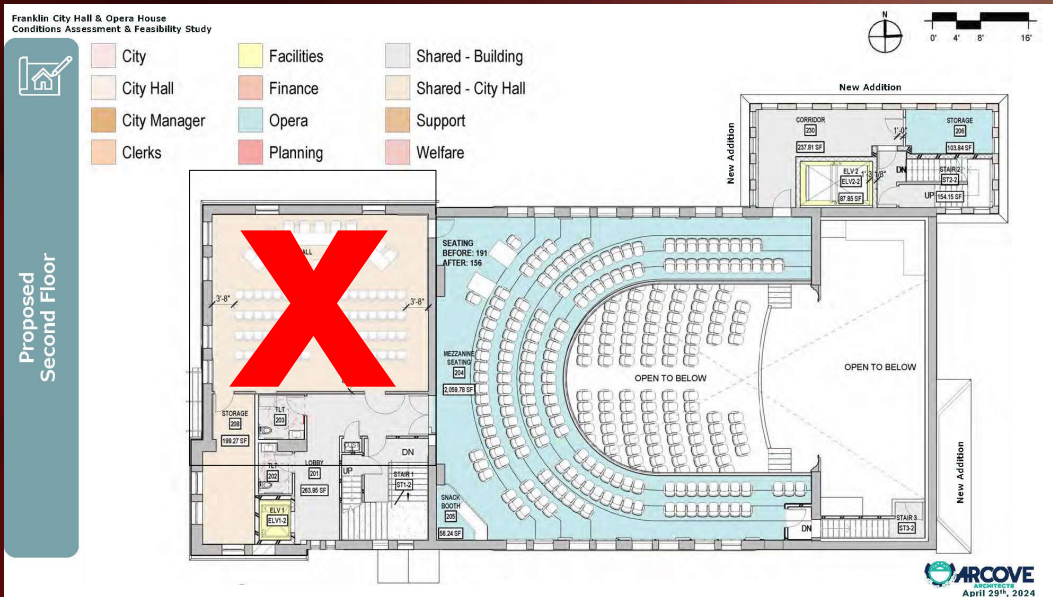
- \$6.8M approved by City Council on 9/3/2024
- \$500,000 needs to be trimmed from ARCoVe's estimated budget of \$7.3M
- Final design process can hopefully incorporate these changes

On September 3 the City Council voted to approve funding of \$6.8 million to renovate the building all at once, with one caveat... a \$500,000 scope reduction.

Maybe we can even raise enough money to cover that \$500,000. We can try.

But assuming that we need to make those reductions so we can get this project moving, I'm hoping that in the final design process we can incorporate changes to achieve that reduction. These thoughts are MINE, not from the FOH Board, and I am sharing for the purposes of tonight's discussion.

# POSSIBLE AREAS TO ECONOMIZE



The first obvious change from the proposed design is the renovation of the GAR Hall. We're proposing that it remain essentially the same, with the addition of sprinklers for fire safety and limit capacity to 49 people, or whatever is legal for the current number of exits. That should save some money.

# POSSIBLE AREAS TO ECONOMIZE

City Hall / Opera House cost estimates*			
Costs related to General Building and City Hall functions:		Costs related to Opera House functions:	
EXTERIOR MASONRY, FLASHING, ROOF REPAIRS	\$200,000	BUILDING ADDITION	\$900,000
BASEMENT WATERPROOFING & PUMP	\$150,000	STAIR ADDITION	\$120,000
DEMOLITION	\$145,000	INTERIOR FINISHES & MEP	\$287,000
INTERIOR FINISHES & MEP	\$938,000	SPRINKLER	\$15,000
SPRINKLER	\$120,000	ELEVATORS & SHAFTS	\$200,000
ELEVATORS & SHAFTS	\$300,000	SITWORK	\$200,000
SITWORK	\$100,000	MEZZANINE W/OVERBUILD FRAMING	\$100,000
MISC. STRUCTURAL REPAIRS	\$150,000	FIRE CURTAIN	\$75,000
STRUCTURAL IMPROVEMENTS	\$495,000	THEATRE FLOOR/CATWALKS/FLYTOWER/ACOUSTIC DOORS	\$150,000
LOBBY MEP AND FINISHES	\$28,000	LOBBY MEP AND FINISHES	\$647,000
MEZZANINE W/OVERBUILD FRAMING	\$35,000	CONTINGENCY / INCIDENTALS	\$544,400
SECURITY & ACCESS CONTROL SYSTEM	\$50,000	GENERAL CONDITIONS & CGL INSURANCE	\$489,960
CONTINGENCY / INCIDENTALS	\$536,600	GC OVERHEAD & PROFIT	\$187,818
GENERAL CONDITIONS & CGL INSURANCE	\$482,940		
GC OVERHEAD & PROFIT	\$185,127		
<b>TOTAL, Plan 1A</b>	<b>\$3,915,667</b>	<b>TOTAL, Plan 1A</b>	<b>\$3,916,178</b>
Plan 1B cost reduction	-\$250,000	Plan 1B cost reduction	-\$250,000
<b>TOTAL, Plan 1B</b>	<b>\$3,665,667</b>	<b>TOTAL, Plan 1B</b>	<b>-\$3,666,178</b>

\*source: Arcove Architects estimated construction costs, as presented to City Council on 4/29/2024

**\$3,166,178**

Other areas where we assume there are ways to economize include:

- 1) The fire curtain. My measurements show that the current proscenium opening is exactly 20 feet, which is the maximum allowed without a fire curtain.
- 2) Interior finishes for lobby areas. Certainly choices can be made to lower costs below \$647,000.
- 3) The building addition could perhaps be simpler... fewer windows, etc.?
- 4) Other interior finishes.

The goal is to decrease the bottom line by \$500,000.



This is only an artist's rendering, but perhaps this addition could be simplified to lower cost?

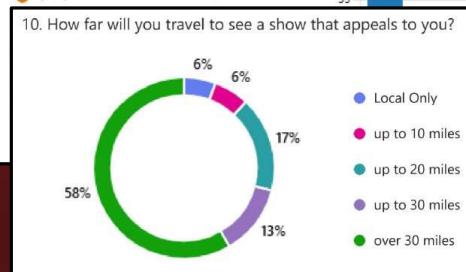
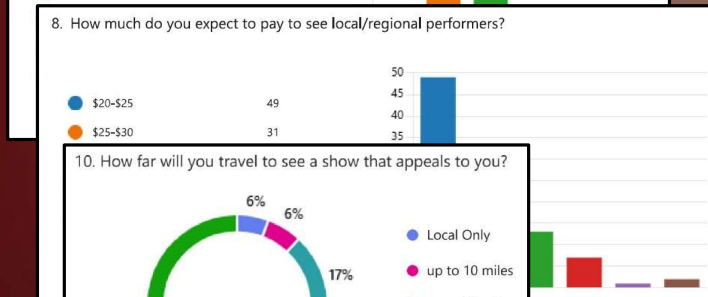
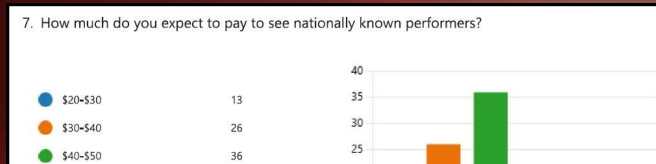
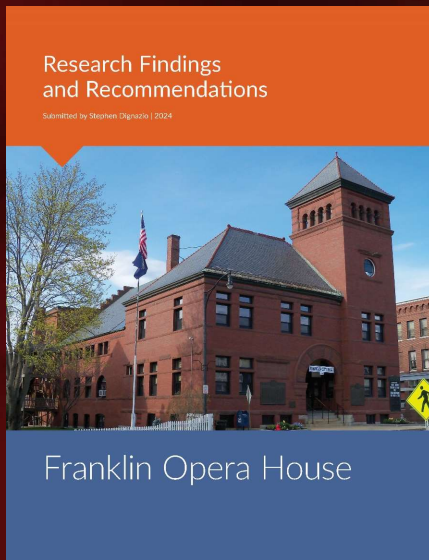




Let's talk about décor. Again, this is an artist's rendering of the concept. Yes, we need to fix things like plaster and woodwork. We need to address safety concerns. But perhaps we don't need wholesale changes to the décor. Perhaps in the future more extensive updates can happen.

Can we maintain its historic charm and simply fix what needs fixing, change what NEEDS to be changed to increase its usability?

# FEASIBILITY OF FUTURE OPERATIONS

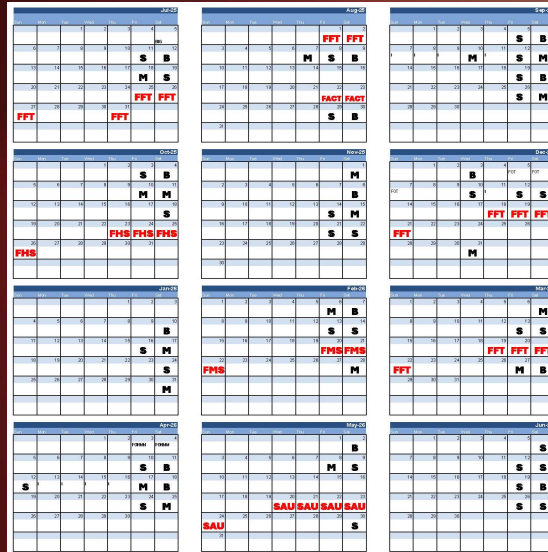
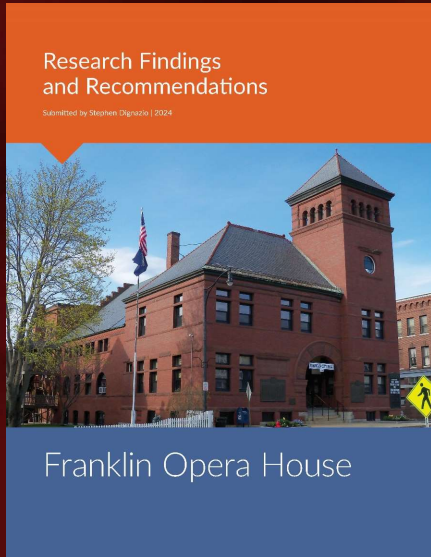


The Opera House organization has been thinking about how the future might look when the building is fully operational. Using a pair of grants we hired a consultant to help us analyze things. For example, we conducted some audience surveys that were surprising in a couple of ways. The majority of respondents said they'd be willing to pay \$30-50 to see better-known performers, and \$20-30 to see regional performers. In the past we typically capped tickets at \$20. So we should expect see more revenue from ticket sales.

In addition, the majority of respondents said they would travel more than 30 miles to see a show, so we know we can draw audience from far beyond Franklin.



# FEASIBILITY OF FUTURE OPERATIONS



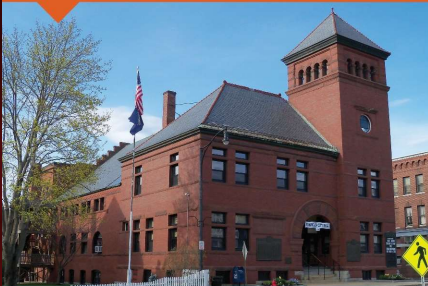
We anticipate doubling the number of events each year, with something happening nearly every weekend. A combination of big acts, medium and small acts. That means doubling the number of tickets sold each year.

This increase in Opera House productions does take into account the important use of the Opera House as a performance venue by our school and community theatre programs.

## FEASIBILITY OF FUTURE OPERATIONS

Research Findings  
and Recommendations

Submitted by Stephen DiGrazio | 2024



Franklin Opera House


- Organizational structure/staffing?
- Booking management?
- Fundraising/volunteers

This new reality means that we need to up our game, and we'll be working with more consultants to help us build the roadmap to the future... with likely changes in staffing, booking and scheduling, more volunteers, increased membership, event sponsorship, donations and grants.

# FEASIBILITY OF FUTURE OPERATIONS

Research Findings  
and Recommendations

Submitted by Stephen DiGrazzio | 2024



Franklin Opera House



## Franklin Opera House

Date Established	2000
Number of Seats	325
Number of Shows per season	87
Total Annual Attendance	12,480*
Total Operating Expense	\$425,490*
Date of Renovations	
Cost of Renovations	
Taxpayer portion of renovation costs	
Town Population	8,828
<b>Projected Total Economic Development Impact</b>	
Audience and Organization Expenditures	\$797,845
Full-Time Equivalent Jobs	22
Household Income	\$439,529
Local Government Revenue	\$27,477

\*Projected Operating Expense and Attendance

We've created a budget for this potential future that correlates with those of other municipally-owned opera houses in Claremont, Gorham, Rochester, Newport, etc. It's a challenging budget, but I believe it's realistic. It all depends, of course, on being reopened.

# BUILDING FOR THE FUTURE



So, what do you want your Opera House to be?