

Letter of Interest for Space in the Moran Center

Name of Organization: Flynn Center for the Performing Arts

Contact person: Andrea Rogers, Executive Director and Chief Executive Officer

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Type of Organization: Not for Profit 501©3

Key Personnel: Andrea Rogers, Executive Director and CEO (28 years in position)
Diana Petrovs, Chief of Administration and Finance, (10 years in position)
Solid team of department heads with proven track records

Proposed Use: Classes, camps, and informal performance. Considering 3,000sq. feet. Configuration is important as is ceiling height. Would ideally share with a like organization and allow for shared common area bathrooms, coat room etc. Would want outdoor, plaza access, so at least a portion of the wall with high windows/doors that lead outdoors.

Financial Capacity

The Flynn currently has a \$6M budget which has built over time. The organization has minimal debt and has had positive operating results since 1991. An audit is available. A complex organization, the Flynn is carefully managed and has been held up as a model for like organizations, by professional review organizations like the Non Profit Finance Fund in NYC and by the League of Historic American Theatres and has qualified for major grants from the Ford Foundation, The Doris Duke Charitable Foundation, and the National Endowment for the Arts. The Flynn carries operating cash reserves of well over \$400,000 and an endowment of \$6M.

We await further information and deliberation to fully determine whether leasing this space would be viable. Considerations will be: finding an appropriate partner, reviewing how we would partition and share the space, assurances of acoustical separation from above, final determination of the prepaid lease expense, availability of the subsidy, further examination of fit up costs, and a further internal evaluation. It is our intention to have a strong business plan which would allow us to borrow most of the money to prepay the lease and then pay the interest and principal over a time period, presumably with a balloon that would be fundraised as part of a future capital campaign. The business plan would be built on planned program revenues from activities in the space. Initial projections show that the project is within the realm of possibility, given our ability to provide two well designed, open studio spaces.

Development Experience

The Flynn's has thoughtfully developed itself into a center with successive, carefully planned purchases of and investments in facility and equipment using professional architectural, engineering, and theater advisors and the expertise of board of directors with diverse, high level experience and has grown as capital and operating resources allowed.

Management Experience

Likewise, the Flynn has demonstrated strong management over its 28 year history – management that involves our own program activity, rental activity, complicated production, two performance venues, two studios, a gallery, and a regional box office with year round activity up to 18 hours a day, diversified cost centers and multiple business relationships.

Compliance with Land Use Regulations

The Flynn's intended use fits with the Public Trust Doctrine.

Organizational Capacity

The intended activity is an expansion of current, established activity and thus falls within the current management structure. We anticipate this expansion would require the addition of a half time person supporting Community Arts (FlynnArts) activity. Teachers would continue to be hired on a part-time basis. Marketing and finance would be handled within current structures.

Ability to Work with Government Agencies

Assuming the contracts are sound and the management of the entire project is handled in a professional way, we see no problem relating to Government Agencies who have responsibility for these matters.

No known Adverse Findings

Compatibility with Other Proposed Uses

Our programs are family friendly. Our activity would be within the open times of other spaces. We could bring creative expression to the mix, with potential informal outdoor performances in the fountain/plaza area. We would be particularly interested in collaborating with Burlington City Arts if they are open to it, but also see positive opportunities with the Maritime Museum. We have successfully collaborated with both organizations in the past. Our activities would bring people into the complex which would be to the advantage of any eating establishments.

Employment Opportunities and Revenue Generation

Our activity would, we expect, generate at least a half time position at the Flynn and over 3,000 hours of part time teaching a year, the equivalent of 1.5 additional staff, for the combined equivalent of 2 full time positions.

Enhances Quality of Life

Our classes are taught by outstanding teachers and attract students of all ages. Scholarships are also offered. Participants have related performance opportunities. These classes definitely enhance the quality of life in Burlington.

Distinguishing Attributes

Should the Flynn be selected to pursue this opportunity and then choose to do so, we think the presence of our activities on the waterfront would add to the mix of activities on the waterfront, complimenting sports with the arts, generating foot and café traffic, spilling out in positive ways onto the plaza, and lending the participation of a highly respected community institution to the mix.

Respectfully submitted :

A handwritten signature in black ink that reads "Andrea Rogers". The signature is written in a cursive, flowing style with a long horizontal tail stroke extending to the right.

Andrea Rogers
Executive Director and CEO,
Flynn Center for the Performing Arts.