



October 10, 2012

Redevelopment Commission
City of Franklin
70 E. Monroe Street
Franklin, IN 46131

Dear Redevelopment Commission:

Thank you for the opportunity to submit a proposal to your organization on a suggested use for the former G.C. Murphy building. We feel this proposal possesses a great deal of potential to assist entrepreneurs in starting and growing their businesses, thus greatly impacting our local economy.

In response to your questions regarding our submitted proposal, the responses are below.

1. Feasibility of the project if the Innkeeper's Tax is not approved.

The Innkeeper's Tax and its potential revenue is simply a suggested source of a potential supplemental income. This proposal is set up in a manner as to not depend on the Innkeeper's Tax income. While it would be a fantastic opportunity for the County to build and utilize the Visitor's Center as a place to build off of if an Innkeeper's Tax is established, there is nothing requiring them to do so. Because of this, the proposal submitted does not depend on this as an income source.

2. Staffing level needed for the ongoing management of the facility and Visitor's Center.

Having managed a small nonprofit office for 10 years, I know what it takes to do as much as possible with a small staff. Initially, a small staff to operate the facility and Visitor's Center is proposed, however as income grows, additional staffing will be required and added as the income allows. Volunteers are also a likely staffing source, not only initially, but throughout the continued operation. This is a common practice in Visitor's Centers across the state of Indiana.

3. Projected utility costs and who will be paying for those.

After several attempts to get an idea of utility costs for a building this size, we used the utility costs for the current City Hall, due to its similar size, and estimated an annual utility cost of \$20,000 for the former G.C. Murphy building. This is included in Appendix L, which is breakdown of Requested Funding for the Franklin Development Corporation. The \$20,000 estimation request just covers the first year's utility costs. It is the hope that enough revenue will be generated to cover this expense after the first year.

4. Potential ownership possibilities other than the Redevelopment Commission.

The Franklin Chamber of Commerce is currently not in a position to take ownership of the building in its current state at this time. While an outside investor, such as an “angel investor” would be nice, there are none who have stepped forward at this time and we see this as unlikely given the economic recovery the entire country is going through.

5. Requested funding of the Redevelopment Commission if the Franklin Development Corporation does not fund any or all of the project.

If the Franklin Development Corporation chooses to not fund this project partially or in its entirety, the Franklin Chamber would ask the Redevelopment Commission to fund the project for the same amount requested of the Franklin Development Corporation.

6. Other sources of funding considered for the project including financing if necessary.

The Franklin Chamber of Commerce is a 501c6 nonprofit organization. This designation is different from other nonprofits, in that the Chamber’s income is membership dues driven. This prevents the Chamber from being eligible for most grants available to 501c3 nonprofits, therefore other grants are not really an option for this project. Outside financing, while a possibility, would depend on the amount being financed and the financial state of the Chamber. Due to the tight budget on which our organization operates, we will not put the Chamber in a position to fail financially.

Thank you again for allowing us to submit a proposal and have an impact on our local economy. Being a 501c6 nonprofit organization, we are not eligible for most grants and outside funding. This is a rare opportunity for the Franklin Chamber of Commerce. If there are any other questions, please feel free to contact me.

Sincerely,



Tricia E. Bechman
Executive Director