

Alternate Streams of Funding for FUSW

Working Group Meeting

3/25/18

Rob Politzer convened the first meeting of this group attended by:

Rob Carroll; Susan Greenberg; Lenore Lupie; Bob Kinney; Sue McAnanama; Bill Reynolds

First go-round of suggestions for follow up:

See addendum #1 for Susan Greenberg's history lesson of previous monetizing efforts at FUSW.

- Use matching funds from "Wake Now my Vision" and set up a flood mitigation fund saving us \$10,000 yearly in flood insurance premium.
- Sell property, lease back the building – mortgage our building.
- Long-term lease to cell tower provider for annual income exceeding \$36,000.
- Building use rentals to be searched for, possibly synagogue, religious education classes.
- Reach out to realtor in Hastings for seekers of space – **see addendum #2**.
- Early Bird Café - music events or stand-up comedy.
- Scheduling weekly events – contact presenting firms like PURPL, Common Ground.
- Bingo - with a theme.
- Reach out to film & TV production sites with details of our site availability.
- Rent to therapists for counseling
- Co-office space

Each of these was discussed in much detail, and our next step is to communicate to the whole congregation what we're doing, look for more ideas, prioritize the ones that are most feasible into short term and long term, and then begin implementation.

Addendum #1

Sharing Our Space -

Institutional Memory of the Uses of 25 Old Jackson Ave.

As one who first came to this location as a parent of a prospective nursery school child, and subsequently as a member of the congregation, who lives nearby and

has a key to the building, I wish to share my insights and experience with monetizing our building. – Susan Greenberg

1972 The First Unitarian Congregational Church of Yonkers moved to 25 Old Jackson Ave in Hastings, (and subsequently changed its name to the First Unitarian Society of Westchester). The congregation added the foyer, office, and classroom wing to the existing building, which was the meeting room, kitchen, and bathrooms. The Hastings Coop Nursery School was a very early partner, and indeed provided most of the classroom furnishings, the playground equipment (a tire and a sandbox at first) and the maintenance of the classroom wing.

Yoga classes in the meeting room were also an early partner. Space Use Rates were kept reasonable for both of these partners, since they were in line with our mission, were either self- maintaining or light usage, and provided us with visibility in the community.

The Egyptian American Society met once a month on a Saturday evening in the meeting room and paid a significant amount for the use. Eventually a combination of their erratic schedule conflicting with the Common Ground schedule prompted them to relocate to Englewood, NJ.

The Coop Nursery grew, and the FUSW RE program grew, and by the time of the flood (April 15, 2007) we were negotiating with them to cull their stuff since they occupied too much space in each classroom and curtailed our use on a Sunday morning. Most of their stuff went into the dumpster after the flood and they relocated.

The Building Use Committee worked with real estate agents to find the best replacement for the Coop. The initial agreement with Barvinok contains language that protects our use of the space on Sunday mornings. Our DREs (John Cavallero and now Tracy Breneman) spend considerable time weekly, monthly, annually, implementing and enforcing the shared use arrangement.

The real estate agents brought us approaches by synagogues for the use of the meeting room on Friday nights and Saturday mornings. We declined those offers; our various programs make heavy use of the building on Friday nights.

They also brought us approaches from several therapists to use room 2 for counseling. The proposal included the request to allow the therapist to furnish the room to meet their needs, including locked desk and files. This would likely prohibit some other uses for room 2, but is the most likely possibility.

We have long had the Tree House Program of the Bereavement Group of Westchester meet at our location. They usually take over the whole building for several workshops. Our location – easy access to highways on commuter routes

and anonymity in the parking lot – was a lure after 9/11. We had not charged a fee for that use, since the therapists provided their services free of charge or at minimal cost. I think for their most recent workshop we did request a contribution.

We created a brochure that described the facility and its offerings. Various organizations have had staff retreats or workshops here. Many families rent to host large birthday parties. We have rented the meeting room for photo shoots for product catalogs. Film crews found our dead end street and parking lot inadequate for the large tractor trailer trucks that accompany shoots.

We have had an AA group meet here, and other support groups, and have asked them to pass the hat for contributions.

Each of these uses requires considerable time to implement and would likely entail increased hours/presence of the administrator or a sexton.

- the presence of the office administrator or a member of the building use committee to show the building to potential users;
- completion of agreements, signing of documents, including proof of insurance and hold harmless, exchange of key and collecting security deposit;
- determining needs for set up, clean up, open and close building, orienting to use of kitchen, bathrooms, alarm system, shared supplies, shared storage space if an ongoing program, etc. etc. etc.

Susan Greenberg

March 24, 2018

Addendum #2

Ann Milit is the agent at Riolo's Realty in Hastings that worked with us previously. You'll see in her bio that she is a facilitator with the Tree House Bereavement Program – one of our "pro bono" space users.

<https://peterriolo.com/realestate/agent/ann-milit/>