

Foundation & Trustee Boards Response

Roger Gingrich

Foundation Board President

&

Lindsey Maziarz

Trustee President

2018 NH Library State Report Square Footage Comparison

Town/City	Library Square Footage	Population	# of Library Card Holders	Service Hours	Number of Library Visits
LISBON	3,572	1,611	2,562	1,144	12,300
MARLBOROUGH	3,582	2,135	1,580	1,508	7,000
CHESTER	3,600	5,100	1,972	1,976	13,497
JACKSON	3,700	841	827	1,537	15,197
BARRINGTON	3,740	8,922	3,801	2,548	46,622
NEW HAMPTON	3,742	2,252	1,757	2,184	11,267
NORTHWOOD	3,803	4,240	2,725	2,028	22,880
LYME	3,886	1,717	1,213	1,980	21,118

- https://www.nh.gov/nhsl/lds/public_library_stats.html

SELECT BOARD QUESTIONS

1. Please provide a copy of the Foundation's 2018 IRS form 990 (tax-exempt organization financial information form)
2. What portion of the total project budget is the reserve or contingency?
3. What is the total amount billed for work by the architects to date?
 - a. What portion of that amount is revisions from the project proposed at Town Meeting in 2019?
4. What is the total amount billed for fundraising to date (fees paid for feasibility study and capital campaign work)?
5. What funding source(s) has been used for work billed (architect and fundraising)?
6. What is the total pledged support?
 - a. What are the commitments or timelines of the pledged money?
7. What is the total collected support?
8. Provide a list of all grants applied for including amounts received and committed.
9. What is being done to change the mind of opponents?
10. Increases in the operating budget as a result of a new facility?
 - a. Operating costs (heating cooling),
 - b. Staff costs (expanded hours/larger facility) and
 - c. Custodial costs (larger area).
 - d. Even if the 2020 operating budget isn't expected to increase, what is the projected increase to the 2021 budget?

1. Please provide a copy of the Foundation's 2018 IRS form 990 (tax-exempt organization financial information form)

- Attached in email to SB.

2. What portion of the total project budget is the reserve or contingency?

- **The building committee working on this project consists of:**
 - Lindsey Maziarz- Trustee Chair, Foundation Board Member
 - Melissa Huetten- BPL Director
 - Susan Frankel- Trustee Treasurer
 - Charter Weeks- Community Volunteer
 - Mike Clark – Community Volunteer
 - Dan Cassidy-Community Volunteer
 - Jason LaCombe- SMP Architecture
 - Jeff Parks- Bauen Construction Management Firm
- **10 % of the project budget is in contingency**

3. What is the total amount billed for work by the architects to date?
a. What portion of that amount is revisions from the project proposed at Town Meeting in 2019?

- \$17,300 for adjustments due to removal of basement
- \$ 825 for expenses related to presentations
- \$18,125
- A.) \$0 – no changes

10. Specifically, operating costs (heating cooling), staff costs (expanded hours/larger facility) and custodial costs (larger area). Even if the 2020 operating budget isn't expected to increase, what is the projected increase to the 2021 budget?

- Heating/Cooling—

- In order to predict heating a cooling costs (with any degree of accuracy) we will need to do a whole building energy model.
- What we do know- this building design is energy efficient and when designed it would have been only 1/5 of the national average for municipal buildings.

- Staff Costs—

- Unknown at this time. When renovation of current space happened circulation doubled in first year.
- Plan is to track circulation, if increase will need to extend desk clerks hours a bit or hire a “shelver” for a few hours a week that does nothing but shelve books.

- Custodial Costs—

- Currently custodian is budgeted for 572 hrs a year.
- 11 hours a week.
- New building we would budget for 884 hrs a year.
- 17 hours a week.

4. What is the total amount billed for fundraising to date (fees paid for feasibility study and capital campaign work)?

Feasibility Study - \$15,500

Advanced Phase - \$51,000

Community Phase - \$24,000

\$90,500

- campaign fundraising funds only
- does not include the monies received from the Trustees (including the \$8k from the Swain endowment and \$47,078 from the Trustees for Sandra Mitchell, consultant)
- \$145,578

5. What funding source(s) has (have) been used for work billed (architect and fundraising)?

Architect Campaign Funds

Feasibility Study Campaign Funds (Foundation Board Members)

Advanced Phase Barrington Library Trustees

Community Phase Campaign Funds (Foundation Board Members)

NB: The Foundation Board has voted to hold promotional costs to under \$5000 from campaign funds for 2019-20.

6. What is the total pledged support?

\$490,977 (as of Sept 1, 2019)

6a. What are the commitments or timelines of the pledged money?

2019	\$72,459
2020	\$150,038
2021	<u>\$26,283</u>
	248,780

7. What is the total collected support?

\$242,197

8. Provide a list of all grants applied for including amounts received and committed.

AWARDED: (2)

- + OPL Charities - **\$10,000 granted**; (formerly Wentworth Charities; a Portsmouth based charity for education and select disease research)
- + Saul O'Sidore - **\$2,500 granted**; (a memorial charity started in 1974 in Bedford - education)

NOT AWARDED: (6)

- Samuel Hunt Foundation; no online presence; for children recreation and sports
- Madeline G Von Weber Trust; supports environmental/conservation, music and arts, social services
- Cogswell Benevolent Trust; Henniker shoemaker/manufacturer; started 1924 - supports homeless shelters, etc.
- McInnich Foundation; supports education
- Hesed Foundation - no response
- Demoulas Foundation - no response

PENDING:

- McInnich Foundation Grant - 2nd attempt
- Eversource Grant
- NH Humanities Mini Grant

BUSINESS APPLICATIONS: (6)

- + Federal (Seacoast) Savings Bank – applied \$50,000 as a matching grant; awarded **\$15,000**
- Citizens Bank, Chinburg Properties, Wentworth-Douglass Hospital, Frisbie Hospital, (both have local services in Barrington), and Interventional Medicine - declined

Grant Totals:

17 submitted

3 awarded totaling **\$27,500**

3 pending

Of note:

In a historically unparalleled fashion nearly \$500,000 has been raised

- to mitigate the tax impact – reduce the bond request
- “skin-in-the-game” activity may be favorably viewed

Not Yet Done:

- approach the SB for access to the unassigned fund balance
- near-uniform support from the SB for this project
- explicit encouragement from SB member to engage the SB in discussions about access to those funds
- that, we are prepared and committed to do

Consider this possibility:

- \$31,965,005....estimated regular general fund operating expenditures for 2020
- \$4,632,467.....beginning 2020 unassigned fund balance = 14.5%
- \$770,000 proposal by SB for assigning funds to priority projects
- \$3,862,467ending 2020 unassigned fund balance = 12.1%

Barrington town Select Board 2012-3 policy: goal midpoint 8-17% or 12.5%

Select Board BL Foundation

1.3% of ending UFB = \$50,000

($<1/10$ of SB allocation for Town Hall in 2019)

9. What is being done to change the mind of opponents?

- extensive 'post-mortem' analyses to learn what should be done differently in anticipation of the March 2020 vote
- communicated with the staff of several NH town libraries which sought new space but failed in their first attempt but subsequently succeeded
- **none of these considerations has reached the conclusion that gaining a supermajority in 2020 rests with "changing the minds of opponents" in large numbers**
- very importantly, a significant swing in our approach to the Barrington voter MUST bear in mind that 54% of voters supported the proposal and plans AS PUT FORTH in 2019

3 KEY FACTORS TO FOCUS ON:

- cost of the project
- need for a new library and community center (or even the need for a library at all in Barrington)
- voter turn-out was only 31% in March 2019

COST (not to be confused with value: calculated at >\$1 million/year)

- 2020 costs will be higher due to delay by perhaps 7%
- Current plans reviewed versus a 2008 Needs Assessment report, the deficits in the current facility size and function, the input from library staff and the input from community individuals and discussion groups (the 54% positive 2019 vote)
- Any significant change in the building plan will potentially alienate both those who voted for the 2019 plan AND those who contributed financially, particularly those who contributed toward a specific item or space.

- In short, the Foundation and Trustees feel that more explicit detailing of the cost justification (FAQ section of our website has been redone) and focusing on these details in public events will be useful to **some** Barrington residents.
- **TAX IMPACT** is the critical 'cost issue'
 - BLFound.com website sections on "Funding" and "Q&A" sections redone with increased emphasis on the proportional relationship between a resident's property value and their tax burden
 - table is now present on the website
 - Middle School bond will be retired October 1, 2022

THE MYTH OF CONVINCING*

- Trying to convince opponents to change their mind:
 - always difficult - most of the time impossible - carries inherent risks
 - fact-based justification for the 21st century public library has been strongly made**
- Library indispensable for many
 - children socialization with exposure to 'children's story time'
 - where parents or grandparents meet/make valuable new friends
 - like-minded individuals come together to learn
 - library IT personnel help with computer understanding or to make online applications
 - engage in book clubs
 - recreational activities

*Jonathan Haidt, 2012, *The Righteous Mind*; ** Eric Klinenberg, 2018, *Palaces for the People*

- Understanding how the public library creates / enhances ***social capital and infrastructure**** for all in the community might help opponents reflect on what their opposition means for themselves, their family members, friends and neighbors
 - ****(the stuff that makes a group of people into a functional community)***
- Messaging the people of Barrington:
 - 'billboard'
 - articles in the local press
 - online presence – webpage, mail chimp, facebook
 - periodic Foundation Newsletters
 - promotional library model in the First Seacoast Bank
 - public education-focused events
 - planned neighborhood, door-to-door campaign
 - public presentation by author Marilyn Johnson (*This Book is Overdue*)

2020 voter turn-out

- energize supporters to get to the polls / convince like-minded family, neighbors and friends to do the same
- database of supporters
- neighborhood support groups
- mailing prior to vote
- mock election for the children of the community to vote for their favorite animal "candidate"
 - teach them something about why / how we vote
 - bring their parents to vote

We Have 2020 Vision

