

**City of Albany
Board of Zoning Appeals
Application**

RECEIVED
4/25/13

This application must be filed with the Department of Development and Planning, Land Use Division at 200 Henry Johnson Boulevard, Albany, New York 12206, (518-445-0754). Applications are not considered to be complete until all supplemental documents and fees are received. (See attached instructions.) Planning Office staff shall determine the completeness of applications before scheduling the case before the Board of Zoning Appeals. Notice of public hearing shall be mailed to the applicant, adjacent property owners, and other interested parties. **The applicant or his/her representative shall appear at the public hearing to substantiate the application.**

REGARDING THE PREMISES AT 350 New Scotland Ave
 APPLICANT The Albany Art Room, LLC by Karen Schupack, member
 ADDRESS 40 Broadway, #33 CITY Albany STATE NY ZIP 12202
 PHONE 518 966-2781 FAX NUMBER _____
 AUTHORIZED AGENT Karen Schupack
 AFFILIATION Albany Art Room
 ADDRESS 40 Broadway #33 CITY Albany STATE NY ZIP 12202
 PHONE 518 966-2781 FAX NUMBER _____
 PROPERTY OWNER _____
 ADDRESS _____ CITY _____ STATE _____ ZIP _____
 PHONE _____ FAX NUMBER _____
 OTHER TO BE NOTIFIED _____
 ADDRESS _____ CITY _____ STATE _____ ZIP _____
 PHONE _____ FAX NUMBER _____

REQUEST: SPECIAL USE PERMIT
 USE VARIANCE
 AREA VARIANCE
 INTERPRETATION
 PARKING LOT PERMIT
 OTHER _____

ZONING CLASSIFICATION R2-A TAX LOT ID NUMBER 75.35-3-8
 EXISTING USE / # OF UNITS Not-for-Profit offices
 PROPOSED USE / # OF UNITS Personal service - retail
 OCCUPANCY STATUS (FULLY OCCUPIED / PARTIALLY OCCUPIED / VACANT) Fully occupied

REQUESTED PUBLIC HEARING DATE: May 23 or June 13
 PROJECT TIME FRAME: 8-12 weeks TOTAL PROJECT COST: \$56,500

Is the property within 500 feet of a municipal boundary, State or County property, road, park or facility, or other recreation area? Yes No If yes, the submission will require review by the Albany County Planning Board.

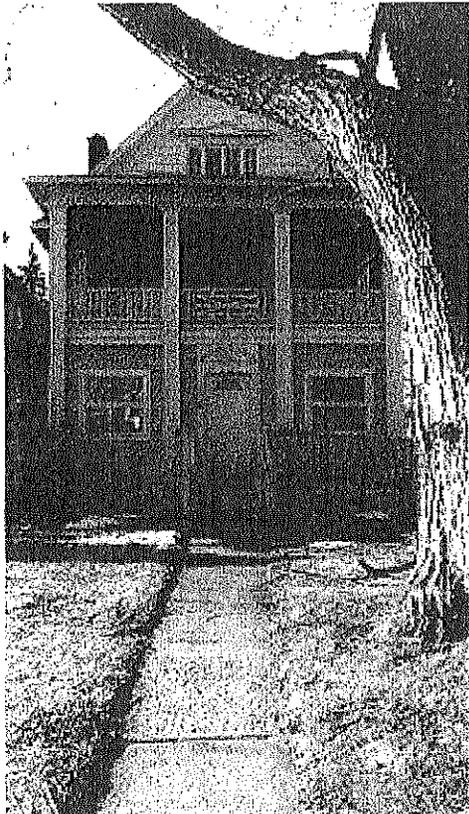
Does any state officer or any officer or employee of the City of Albany or County of Albany have any affiliation with or interest in the applicant or this application? Yes No If yes, set forth the name, address, and nature and extent of the affiliation or interest of an officer / employee.

I, the undersigned owner, hereby authorize the applicant to bring the application herein before the Board of Zoning Appeals of the City of Albany.

X SIGNED Raduel C. Hall DATE 4/23/13

I, the undersigned applicant, hereby state that the information and facts set forth in this application are true to the best of my knowledge and belief.

SIGNED Karen Schupack DATE 4/23/13



(Existing front elevation from New Scotland Ave)

Albany Art Room Owner/ Zoning Variance Applicant
Karen Schupack

Contact Information:

phone: 518 966 2781 (ARTI)

e-mail: karen@albanyartroom.com

Project Address:

350 New Scotland Ave, Albany, NY 12208

Current Owner

Print Name Divine Services Corp.

Signature Rachel Cota, Board member

Date 4/23/13

Applicant

Print Name Karen Schupack

Signature Karen Schupack

Date 4/23/13

USE VARIANCE STANDARDS

Applications for use variances **must** be based on alleviating a clearly demonstrable hardship, as opposed to a special privilege of convenience sought by the owner. Furthermore, the hardship must be specific to the land or building, NOT personal circumstance, and must not generally apply to land/buildings throughout the neighborhood.

- ~ When considering a request for a use variance, the Board shall require a showing by the applicant that applicable zoning the regulations have caused unnecessary hardship. In order to prove such unnecessary hardship, the applicant shall demonstrate to the Board that for each and every permitted use under the zoning regulations for the particular district where the property is located:

[1] The applicant cannot realize a reasonable return, provided that lack of return is substantial as **demonstrated by competent financial evidence**.

[2] The alleged hardship relating to the property in question is **unique**, and does not apply to a substantial portion of the district or the neighborhood.

[3] The requested use variance, if granted, **will not alter the essential character of the neighborhood**.

[4] The alleged hardship **has not been self-created**.

[1] DESCRIPTION OF HARDSHIP

(Describe the features or conditions of the property that restrict reasonable use/return of the property under current zoning regulations)

refer to project narrative

Please answer the following questions to show that the current property owner is being deprived of all economic use or benefit from the property in question under the applicable zoning regulations. The deprivation must be established by **competent financial evidence**. Please attach supporting documents (i.e. mortgage documents, tax bills, rental agreements, etc).

Estimated cost of the proposed improvements/alterations to the property that necessitates the variance(s)? \$ \$56,500
How was this estimate determined? Contractors Estimates

When was the property purchased? Contingent upon BZA Approval
Purchase price for the property: \$245,000
What is the present value of the property? \$218,500
Source of Valuation City of Albany Assessor - FMV

Original amount of mortgage(s): NA
Mortgage Holder(s): _____
Interest Rate(s): _____
Term of Mortgage(s): _____

Is your property currently for sale?
Yes No (If No, please continue with question k)

1. How long has the property been for sale? Unknown
2. How has it been advertised? Yes
3. How many offers have been made for the property and for how much?
Unknown
4. Is the property listed with a realtor? Yes No
If Yes, please name the realtor: Coldwell Banker

Have you previously tried to sell your property?
Yes No (If No, please continue with question l)

1. How much were you asking for the property? _____
2. How long was the property for sale? _____
3. How was it advertised? _____
4. How many offers were made for the property and for how much?

5. Was the property listed with a realtor? Yes No
If Yes, please name the realtor: _____

Explain how you would be negatively affected in an economic or financial way if you did not obtain the variances requested. Please do not comment on your personal financial situation. Your answer must address economic circumstances related to the property and its present inability to provide you with a reasonable financial return under the present zoning regulations.

Refer to narrative as well as the letter from Trinity Realty Group.

**ESTIMATED
STATEMENT OF INCOME AND EXPENSE**

ANNUAL INCOME:

Use	Unit Size (sq.ft; # of bedrooms)	Monthly Rent	Annual Rent
Private Art Studio	100 sq.ft.	\$200	\$2,400
Private Art Studio	100 sq.ft.	\$200	\$2,400
Art Activities			\$100,000

Total Annual Income	\$104,800
Less (8%) Vacancy	\$8,384
Adjusted Gross Income	\$96,416

ANNUAL EXPENSES:

Fixed Expenses:

Taxes	\$11,380
Insurance	\$2,100
Average Annual Interest (on mortgage, over next five years)	NA

Operating Expenses:

Heat	\$7,200
Electric	
Sewer/Water	\$300
Advertising	\$1,800
Other:	\$43,000

Maintenance Expenses:

Repairs (attach list)	
General Building Maintenance	\$2,000
Other:	

Total Annual Expenses	\$67,780
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Profit or (Loss)	\$28,636
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TOTAL INVESTMENT:

Down Payment	\$245,000
Capital Improvements (attach list) See below:	\$56,500
Principal paid (original mortgage less current principal balance)	

Total Investment	\$301,500
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RATE OF RETURN:

(Profit of Loss divided by Total Investment)

9%

[2] UNIQUENESS

(Please describe how the alleged hardship is unique to the property in question and does not apply to a substantial portion of the district or neighborhood)

refer to narrative

[3] CHARACTER OF NEIGHBORHOOD

(Please describe how the proposed use would be compatible with the existing neighborhood and would not negatively impact traffic patterns, general safety, architectural character, property values, and the atmosphere of the area)

refer to narrative

[4] SELF-CREATED

Were you aware of the requirements of the City of Albany Zoning Ordinance at the time of purchase of the property? Yes No

Under contract

Did you obtain a copy of the Certificate of Occupancy or Letter of Zoning Compliance prior to your purchase of the property? Yes No

Purchase contingent on use variance
Did you use the services of an attorney? Yes No

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SHORT ENVIRONMENTAL ASSESSMENT FORM

INSTRUCTIONS:

In order to answer the questions in this short EAF it is assumed that the preparer will use currently available information concerning the project and the likely impacts of the action. It is not expected that additional studies research or other investigations will be undertaken.

ENVIRONMENTAL ASSESSMENT

- | | | | |
|-----|---|------------------------------|--|
| 1. | Will the project result in a large physical change to the project site or physically alter more than 10 acres of land?..... | <input type="checkbox"/> Yes | <input checked="" type="checkbox"/> No |
| 2. | Will there be a major change to any unique or unusual landform found on this site?..... | <input type="checkbox"/> Yes | <input checked="" type="checkbox"/> No |
| 3. | Will project alter or have a large effect on an existing body of water?..... | <input type="checkbox"/> Yes | <input checked="" type="checkbox"/> No |
| 4. | Will project have a potentially large impact on groundwater quality? | <input type="checkbox"/> Yes | <input checked="" type="checkbox"/> No |
| 5. | Will project significantly affect drainage flow or air quality?..... | <input type="checkbox"/> Yes | <input checked="" type="checkbox"/> No |
| 6. | Will project affect any threatened or endangered plant or animal species... | <input type="checkbox"/> Yes | <input checked="" type="checkbox"/> No |
| 7. | Will project result in a major adverse impact on air quality?..... | <input type="checkbox"/> Yes | <input checked="" type="checkbox"/> No |
| 8. | Will project have a major effect on visual character of the community or scenic views or vistas known to be or important to the community?... | <input type="checkbox"/> Yes | <input checked="" type="checkbox"/> No |
| 9. | Will project adversely impact any site or structure of historic, prehistoric or paleontological importance or any site designated as a critical environmental area by a local agency?..... | <input type="checkbox"/> Yes | <input checked="" type="checkbox"/> No |
| 10. | Will project have a major effect on existing or future recreational opportunities? | <input type="checkbox"/> Yes | <input checked="" type="checkbox"/> No |
| 11. | Will project result in major traffic problems or cause a major impact on existing transportation systems?..... | <input type="checkbox"/> Yes | <input checked="" type="checkbox"/> No |
| 12. | Will project regularly cause objectionable odors, noise, glare, vibration, or electrical disturbances as a result of the project's operation?..... | <input type="checkbox"/> Yes | <input checked="" type="checkbox"/> No |
| 13. | Will project have any impact on public health or safety?..... | <input type="checkbox"/> Yes | <input checked="" type="checkbox"/> No |
| 14. | Will project affect the existing community by directly causing a growth in permanent population of more than 5% over a one-year period <u>or</u> have a major negative effect on the character of the community or neighborhood?..... | <input type="checkbox"/> Yes | <input checked="" type="checkbox"/> No |
| 15. | Is there any public controversy concerning the project?..... | <input type="checkbox"/> Yes | <input checked="" type="checkbox"/> No |

PREPARER'S SIGNATURE: _____ TITLE: _____
REPRESENTING: Karen Schuyler DATE: 4/23/13



GERALD D. JENNINGS
MAYOR

CITY OF ALBANY
DIVISION OF BUILDINGS & REGULATORY COMPLIANCE
CITY HALL – ROOM 303
ALBANY, NEW YORK 12207
PHONE (518) 434-5165 FAX (518) 434-6015
WWW.ALBANYNY.ORG

JEFFERY V. JAMISON
COMMISSIONER

April 23, 2013

The Albany Art Room, LLC.
40 Broadway #33
Albany, NY 12202

Re: 350 New Scotland Avenue
Application Number: 66799

Dear Sir:

On **April 19, 2013**, you made an Application for work at the above referenced property involving:
Conversion to retail art studio.

The property is located in an area which is zoned **R-2A**.

This Application has been examined for compliance with the applicable provisions of the Zoning Ordinance of the City of Albany.

That review revealed that the proposed work will not comply with the following provisions of the Zoning Ordinance: **REQUIRES A USE VARIANCE. 375-64A Principal Permitted Uses. Proposed art studio is not a listed permitted use in an R-2A zoning district.**

Therefore, your Application of 4/19/13 is hereby **DENIED** pursuant to Sections 375-59 and 375-9(d) of the Zoning Ordinance.

These objections may be addressed by filing revised plans reflecting conditions which comply with the requirements of the Zoning Ordinance. In the alternative, this Denial may be appealed to the Board of Zoning Appeals on forms available from the Office of Planning and Neighborhood Development, 200 Henry Johnson Blvd. *This appeal must be filed completely with the Office of Planning and Neighborhood development within thirty (30) days of the date of this letter. Should this cause of Denial be resolved by successful Appeal, a full set of construction documents prepared by a NYS licensed architect or engineer may be required to be submitted to this office prior to a Building Permit being issued.*

For the Commissioner,

Vincent DiBlase
Deputy Chief Inspector

cc: Planning Office

**NARRATIVE DESCRIPTION FOR APPLICANT'S
USE VARIANCE APPLICATION
FOR
350 NEW SCOTLAND AVENUE
Albany, NY 12208**

Background

The Applicant is under contract to purchase 350 New Scotland Avenue and proposes to renovate a 3,500 square foot building for use as a retail art studio. The subject property is located in the R-2A Zoning District. The 0.15 acre site is improved with a single three (3)-story building currently used as office space.

The Applicant proposes to renovate portions of the first two floors of the interior of the building and upgrading the landscaping in order to use the premises as a retail art studio. Due to existing improvements, it is not financially feasible (please refer to Document 11a) for the Applicant to renovate the structure to use as a two-family residential dwelling.

Existing Site and Zoning

The project site is located on the corner of New Scotland Avenue and Harris Avenue. Surrounding properties include single and multi-family dwellings, houses of worship, colleges and universities and other small businesses. The building on the property contains office space. It is handicapped accessible as a result of a ramp that has been installed leading to the entrance of the building. There are approximately 4,462 square feet of green space on the property.

The site is situated in the R-2A Zoning District. Permitted uses in the R-2A Zoning District are limited to single and two-family detached buildings and houses of worship. It has been used as office space for approximately 11+ years. It should be noted that the site, as currently owned, has been exempt from the payment of real property taxes for 10 years. (since 2003 according to the City of Albany's website)

The Proposed Project

- A. Interior Renovations
- B. Exterior Renovations
- C. Landscaping
- D. Parking and Accessibility
 - Off street parking (two existing on site)
 - Location of bus stop(s) (3 total within a four block radius)

- Bike rack; We will encourage our customers to find other modes of transportation, especially since many of our clients will be coming in from Center Square and Pine Hills.

The Proposed Use

A use variance may be granted by the BZA on the following grounds:

- (a) the Applicant cannot realize a reasonable return, provided that lack of return is substantial as demonstrated by competent financial evidence;
- (b) the alleged hardship relating to the property in question is unique, and does not apply to a substantial portion of the district or neighborhood;
- (c) the requested use variance, if granted, will not alter the essential character of the neighborhood; and
- (d) the alleged hardship has not been self-created.

1. No Reasonable Return

- Cannot continue use as office space (refer to document 11a)
- Note that property will no longer be exempt from real property taxes.
- Cannot renovate for use as single or two-family detached buildings and houses of worship due to cost, building size, parking and traffic

2. Uniqueness of Site Conditions

- Unique to the neighborhood and zoning district because it has been improved for use as office space, and not a single or two-family building or house of worship

3. Character of the Neighborhood

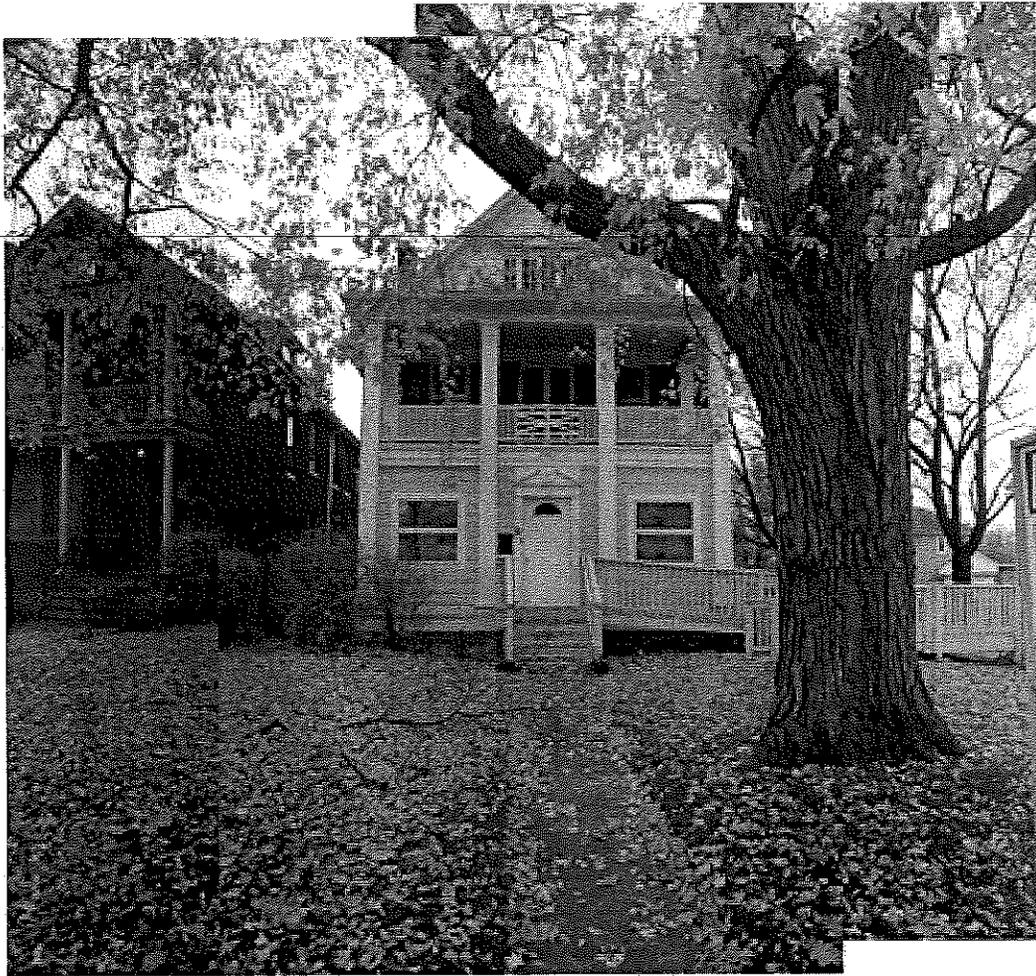
- The design will conform to the residential-nature of the neighborhood; also conforms with educational nature of nearby schools and colleges.
- Discussions with neighbors and the local neighborhood associations.
- Existing building footprint will not change.
- Landscaping will be upgraded.

4. Not Self-Created

- Applicant desires to operate business in the City
- No other sites are currently available (applicant has searched for two years for the appropriate property)
- No other potential buyers for site
- No other sites are uniquely situated near residential areas, where Applicant's client base comes from during day time business hours

11. Supporting Documentation

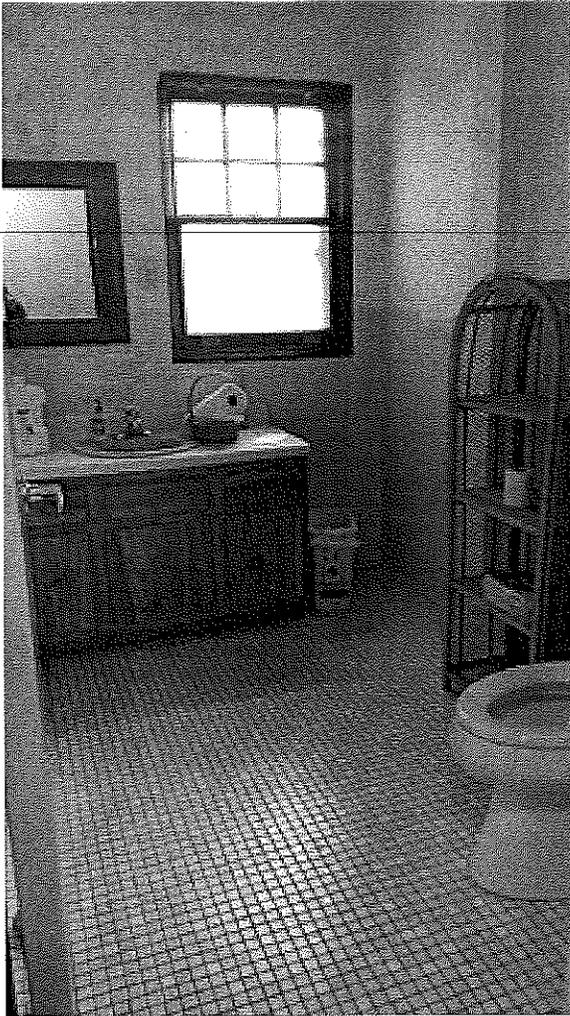
- A. Real Estate Broker's Letter
- B. Real estate comparisons
- C. Map of nearby bus stops
- D. Parking analysis photos
- E. Proposed of estimated budget for Improvements
- F. Proposed business plan includes business hours of operation
- G. Kiln venting Specification sheet
- H. Certificate of Occupancy for the Albany Art Room at the prior location at 457 Madison Ave, Albany, NY



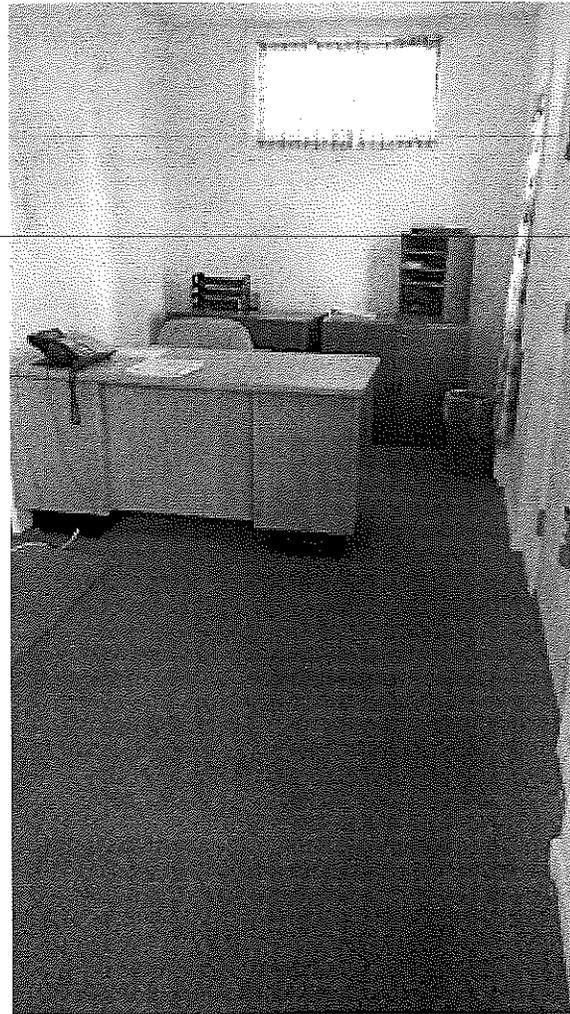
Front Elevation from New Scotland Avenue



Side Elevation from Harris Avenue



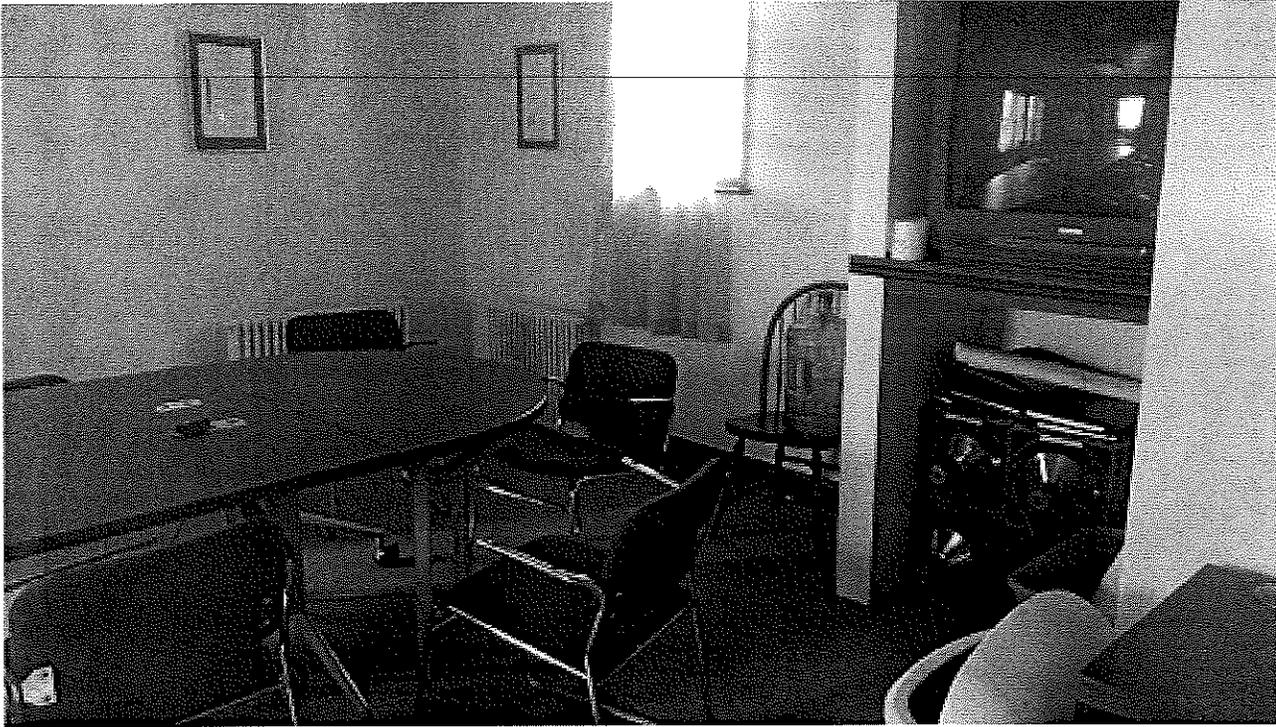
Existing Bathroom (First & Second Floor)



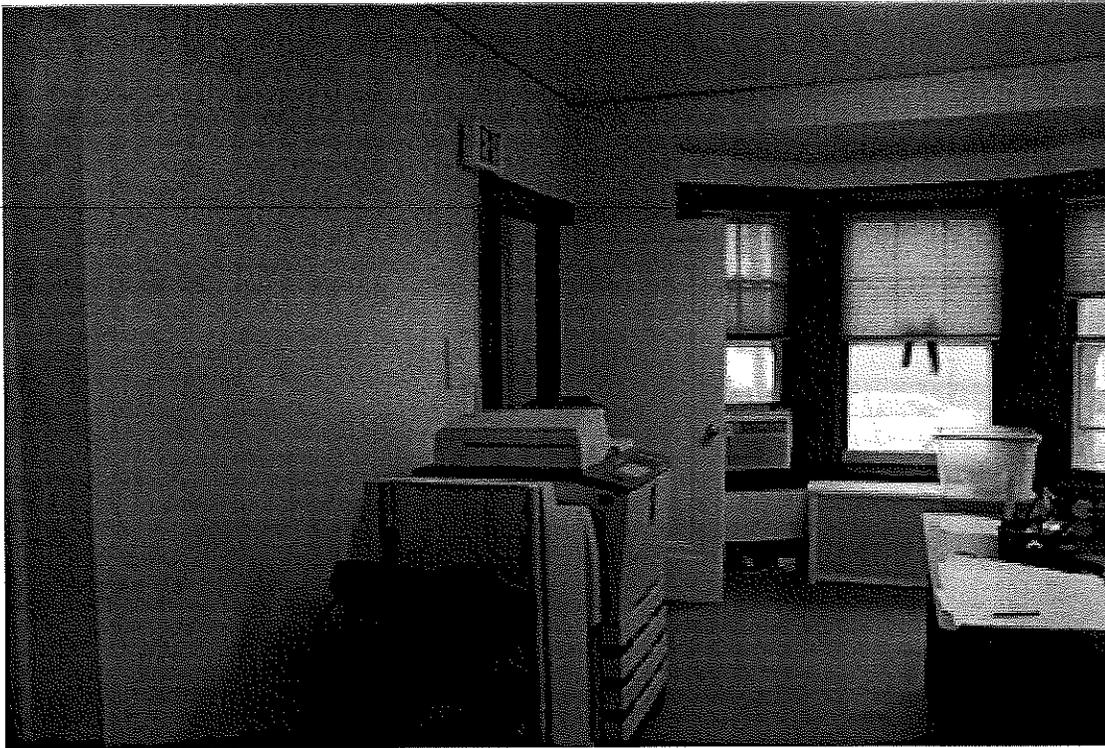
Existing Reception Area (First Floor)



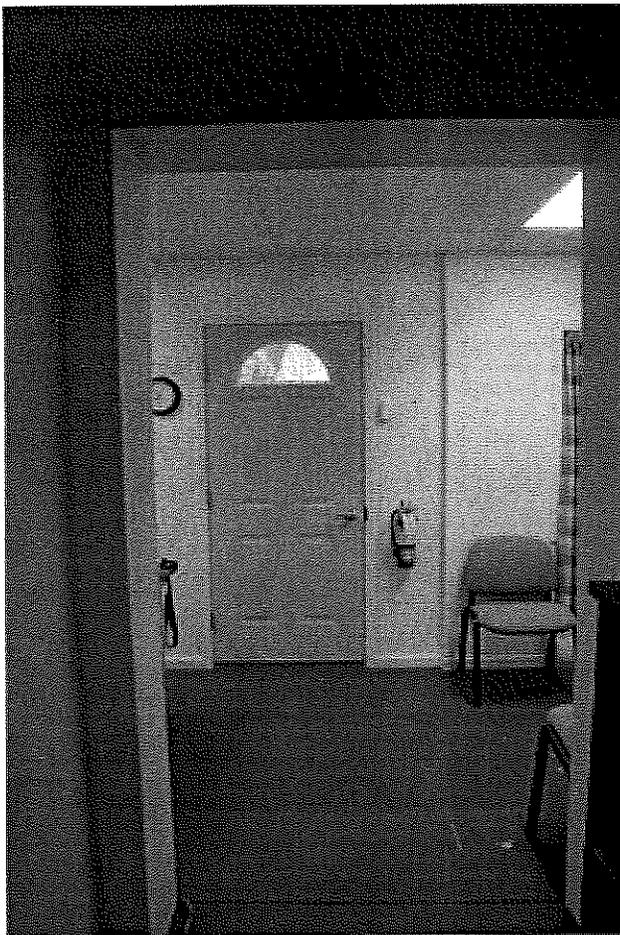
Existing Kitchen (First Floor)



Existing Conference Room (Frist Floor)

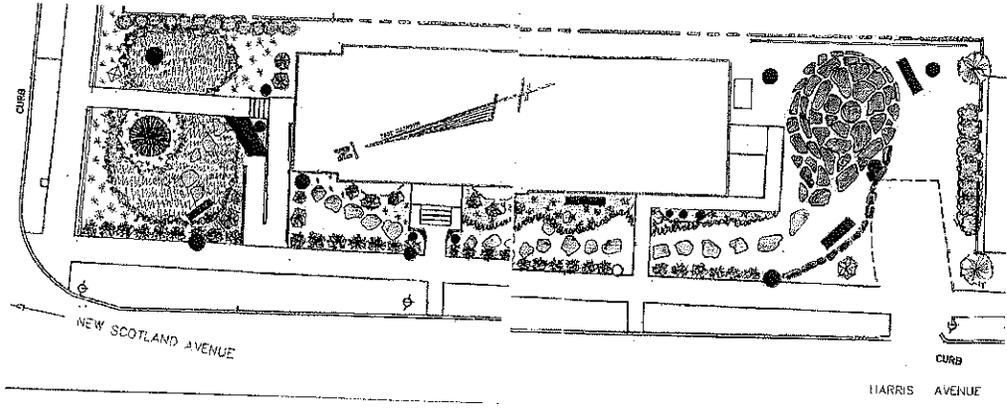
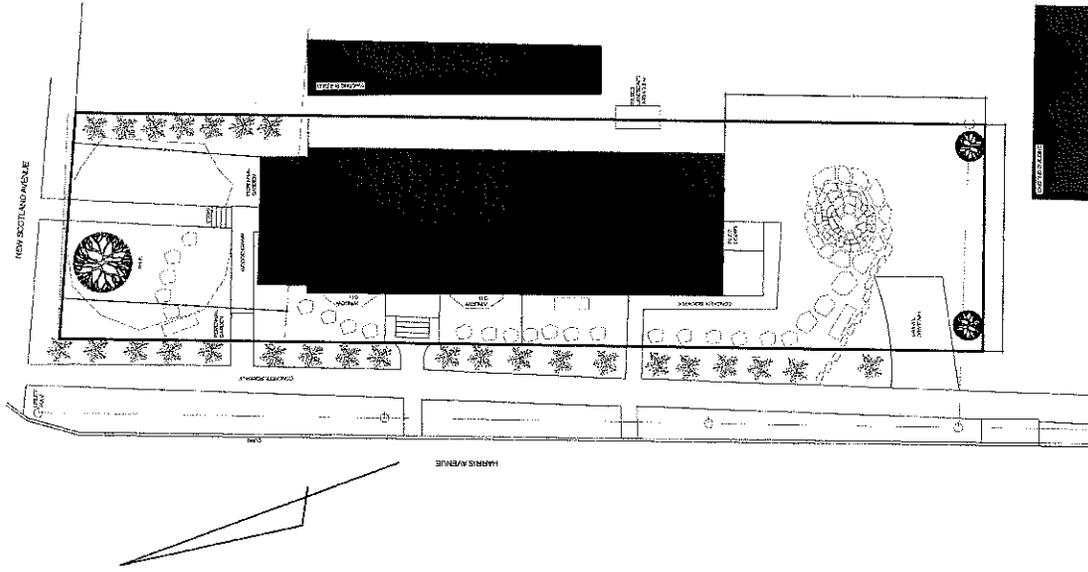


EXISTING OFFICE (FIRST FLOOR)



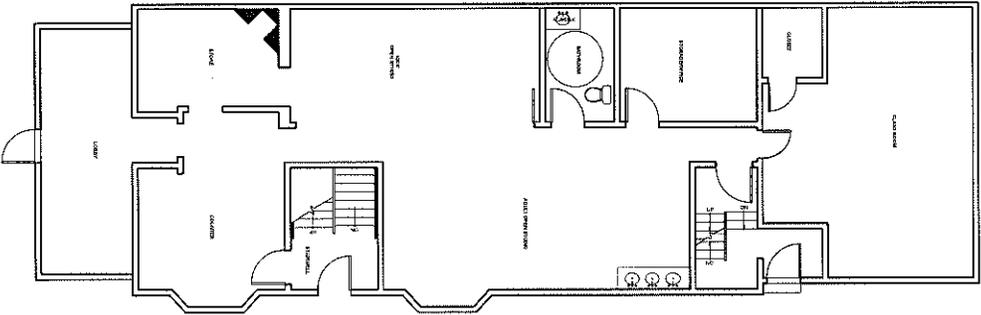
EXISTING RECEPTION AREA (FIRST FLOOR)

Albany Art Room : 350 New Scotland Ave, Albany , NY

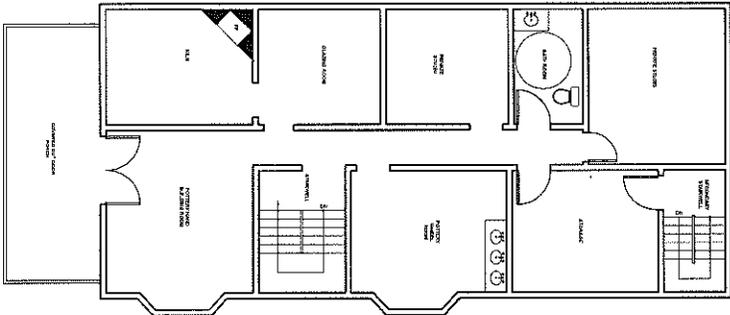


Site Plan: The Albany Art Room
 350 New Scotland Ave, Albany, NY

Scale: 1/32"=1'-0"

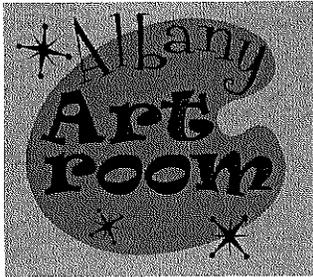


1 PROPOSED FIRST FLOOR
3/27/12



1 PROPOSED SECOND FLOOR
3/27/12

<p>Designer Shehdi Khadivi 56 1/2 Spring Street Albany, NY 12210 518 227 1149</p>	<p>4-10-12 Final Review Landscape Designer ROSE OF SHAWON GARDEN DESIGN 146 Chesham Albany, NY 12210</p>	<p>FOR REFERENCE ONLY</p>	<p>The Albany Art Room by Karen Schupack 40 Broadway #33, Albany, NY 12202 Albany Art Room BZA Application 350 New Scotland Ave, Albany, NY</p>	<p>AS NOTED PROPOSED PLANS</p>
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Albany Art Room: Logo
(signage dimensions & location to be determined)



TRINITY REALTY GROUP

April 10, 2013

Ms. Karen Schupack
5 Burhans Place
Delmar, NY 12054

Re: The Albany Art Room, LLC.

Dear Ms. Schupack,

During our negotiations for the purchase of 350 New Scotland Ave. in Albany I researched the market value of the property and its viability for your use as a retail art studio. I was tasked with determining the "highest and best use" of the building given its present use and configuration. I analyzed its financial viability as a commercial property for use by a nonprofit; the value of the property if converted to a two family home per the existing zoning; and the continued commercial use of the property by a "for profit" entity.

350 New Scotland Ave. has been used since 2002 by the present owner as an office space for their nonprofit corporation. It is my understanding that due to the present nonprofit fiscal climate in New York State and the Capital District it is no longer financially feasible for the owners to maintain the property for their use. They will sell the property and use the proceeds to attempt to continue the work they do in this climate of reduced state and federal funding for non profits.

News reports from around the country have highlighted nonprofit organizations' consistent worry over government funding and private donations. Nonprofits are streamlining expenses, sharing services across organizations and paring payrolls to attempt to continue providing services for their respective populations. A major news article in the Albany Times Union on April 1, 2013 titled "More cuts coming for state's ARC's" stated the following:

...The governor's limits on administrative expenses arrive as the new budget takes effect. It calls for \$90 million in reduced state funding for ARCs and other service providers who help developmentally disabled people. (The cut is matched by another \$90 million lost from the federal government.) The Cuomo administration pared funding because of sharply reduce reimbursement rates set by the federal government.

One Park Place, Suite 204, Albany, New York 12205
(518) 458-7203 Office (518) 458-1897 Fax

Asked how these nonprofits are to manage with \$180 million less, the Budget Division's spokesman Morris Peters said the organizations will need to look at their expenses

The nonprofit sector is facing pressure from reduced funding across the board. Based upon my professional experience with local nonprofit organizations; recent local, regional and national news; the US Government's financial "sequestration" which will pare money from already reduced budgets for nonprofits, it is my professional opinion that a nonprofit use for the 350 New Scotland Avenue property is not realistic. In this financial climate I do not believe that a responsible nonprofit organization would attempt to purchase real property when client services, staff, and hours are being cut.

My research has involved reviewing the residential rental market in the area. In my professional opinion if 350 New Scotland Ave. was purchased and converted into a two family home the rental rate would be \$ 1,000/ month per apartment plus utilities. I have attached recent multiple listing rental information.

The conversion of the property would entail creating two apartments, each with 3 bedrooms, living room, dining room, kitchen, etc. The present building is configured as a single tenant office space with one set of utilities including heating, hot water, gas and electric. A conversion to a two family would entail the separation of the apartments heating, hot water, gas and electric which would necessitate a large expenditure for new electric service, heating units, as well as separate gas meters. Alternatively you could rent the apartments inclusive of heat, hot water, gas, and electric. The rent would then need to be raised to cover that expense putting the risk of utility pricing fluctuations, and tenant's unregulated usage on the property owner.

I have calculated a rough estimate of income and expenses on a possible two family rental conversion for your review (for simplicity I have not included any utility costs in the calculation. The rent would need to be increased to cover that). ###

Income	\$24,000.00	
Less 8% Vacancy	1,920.00	
ADJUSTED GROSS INCOME		\$22,080.00
Annual Expenses		
Tax ¹	\$7,427.00	
Sewer/Water ²	1,300.00	
Insurance ²	1,200.00	
Reserve Fund (5%)	1,200.00	
Management Fee (5%)	1,200.00	
TOTAL ANNUAL EXPENSES		\$12,327.00
NET OPERATING INCOME (NOI)		\$9,753.00

One Park Place, Suite 204, Albany, New York 12205
(518) 458-7203 Office (518) 458-1897 Fax

Please note that I am not an accountant and these numbers are for illustration purposes. Please consult your accountant prior to any investment.

¹Based upon 2012 Homestead Assessment of \$ 218,500

²Estimate

With a NOI of \$ 9,753 the value of the property as an investment at a 9% capitalization rate would be in the area of \$109,000.00. Even if you were generous and bought the property at a 7% capitalization rate it would still be worth only \$140,000 as an investment. These calculations are *before* debt service for the mortgage and property conversion expenses have been factored in.

I have reviewed the sold 2 family houses in the area of 350 New Scotland Ave. The most expensive 2 family in the area sold since 1/1/12 sold for \$233,000 (on 9/6/12). That property was an owner occupied property in excellent condition with 6 off street parking spots including a 2 car garage, fully separated utilities including electric, gas, heat, and hot water heaters, hardwood floors, all appliances, fully updated kitchens and baths, new roof, etc. Other residential 2 family properties sold in the area range from the mid \$150,000's up to the high price noted.

In reviewing the feasibility of transforming 350 New Scotland Ave. from its present office usage to a two family home I received estimated construction cost data from Shadi Khadivi, designer. Ms. Kahdivi's cost estimates to transform 350 New Scotland from its present configuration to a two family home are as follows:

Construction Estimate to Transform Existing Office Space to Two Family Home	Cost
New second floor kitchen including appliances.	\$15-20,000
First floor kitchen update with new appliances.	\$10,000
First floor bathroom (move walls, add shower, update layout, etc., all to code)	\$10-15,000
Second floor bathroom (move walls, add shower, update layout, etc., all to code)	\$10-15,000
Separate water, gas, electric for each floor	\$10-15,000
Update room layouts per residential needs	\$15-20,000
Separate Entry	\$5-10,000
Incidentals	\$10-15,000
TOTAL CONSTRUCTION COSTS	<u>\$85-120,000</u>

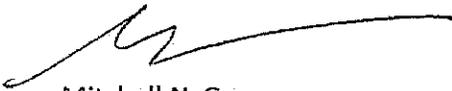
When you review the estimated income projections and add the estimated construction costs to create a fully code compliant two family home the return on investment, even for an owner occupied property is not realistic. I cannot envision any scenario that would make the property cost effective as a conversion short of purchasing the property for less than half its value as a commercial building.

In reviewing the data provided my conclusions are as follow:

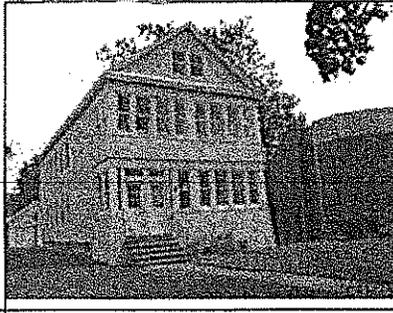
- It is unrealistic to expect the organizations within the nonprofit industry to purchase the property based on present tight budgets and funding conditions.
- A conversion to a two family home would not be financially feasible given the purchase cost of the property and the expense to convert it.
- The property is located on a main Albany City thoroughfare with active public transportation; a retail presence; and other commercial properties in close proximity.
- The parking for continued office/retail use would be no different than that experienced by the area over the past decade.

In my professional opinion as a licensed New York State Real Estate Broker the highest and best use of 350 New Scotland Ave. is to continue the decades old use of the property as a commercial space with a for profit (and taxable) entity that has the financial capability to upgrade and maintain the property.

Regards,



Mitchell N. Grossman
Associate Broker



MLS#: **201214342** Area: **115** List Price: **\$245,000**
 Status: **Closed (Final Sale)** Map: **109DH112** Orig List Price: **\$245,000**
 Spec Mkt Cond: **No Special Conditions** Sale Price: **\$233,000**
 Address: **459 NEW SCOTLAND AV** Zip: **12208**
 City/Town(Tax): **Albany**
 City/Town (Mail Address): **Albany** Style: **Up-and-Down**
 Village: _____ Model: _____
 County: **Albany** School District: **Albany**
 Locale: _____ Projected School: _____
 Section: **75** Block: **2** Lot: **6** APN: **010100 75-2-6**

	UNIT 1				UNIT 2				Basement:	Full	Roof:	Asphalt Shingle
ROOM	B	1	2	3	B	1	2	3	Attic:	Full, Walk-Up	Exterior:	Vinyl
Living Room:		1				1			Laundry:	Basement		
Dining Room:	FDR	1			FDR	1			Garage:	2 Detached	Off St Parking:	6
Kitchen:		1				1			Unit 1 Amenities:	French Doors, Built-In Cabinets, Wood Floors, High Speed Internet, Cable Television	Condition:	Excellent
Bedroom:		0	3	0	0	0	3	0	Unit 1 Appliances:	Range w/Oven, Refrigerator, Dishwasher, Microwave, Washer & Dryer	Age:	85
Other:		2				2			Unit 2 Amenities:	French Doors, Built-In Cabinets, Wood Floors, High Speed Internet, Cable Television	Age Desc:	Estimated
Full Bath:		0	1	0	0	0	1	0	Unit 2 Appliances:	Range w/Oven, Refrigerator, Dishwasher, Microwave, Washer & Dryer	Handicap:	No
Partial Bath:		0	0	0	0	0	0	0	Lot Size:	40x175	Fireplaces:	
Occupied:	Owner Occupied				Leased				Description:	Level	Woodstoves:	
Monthly Rent:	\$0				\$1,110				Features:		Acres:	
Rent Desc:	Actual				Actual						Survey:	
Remarks:	Fantastic 2 Family updated kitchens and baths. Beautiful HW floors, large rooms, new roof, 2 car garage. Close to hospitals and schools. Great for owner occupy or investor. Each unit has 2 enclosed porches. Owner's unit can be shown with short appointment. The tenants unit will take up to 24 hours to set an appointment. Access to basement and attic from back stairs on owners unit. Best to see owners unit on short notice and if interest, then setup 2nd showing for upstairs unit. Tenant is										Total Bth:	2.0
											Total BR:	6
											Master Bth:	
											Fam Room:	Neither Unit
											Above Gr SqFt:	2756
											AGSP Src	reInsight/Public
											Desc:	Estimated
											Below GR SqFt:	

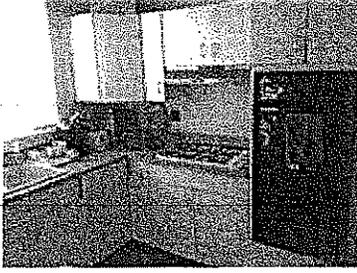
Directions: **New Scotland Ave. between Oakwood and Maplewood next to Albany Public Library**

UTILITIES		ANNUAL TAXES		OFFERING TERMS	
Heat System:	Hot Water, Radiator	General:	\$3040 Actual	Assum Mtg:	N
Heat Fuel:	Natural Gas	School:	\$4052 Estimated	Balance:	\$
Fuel Costs:		Village:	\$	Rate:	
Cooling:	None	Total:	\$7092 Estimated		
Water:	Public Sewer: Public	Spec Assess:	\$		
Separate Util:	Electric, Gas, Heat, Water Heater				

LO:	RealtyUSA.com	Office: (518) 439-2888	Show:	Call Showing Time @ 800-746-9464 to show Lockbox, Not Available, Tenants, Prior Day Notice	Sign: N
LO Code:	127B	Fax: (518) 439-2899	List Team:		
LA1:	Margaret Kanuk - (518) 439-9628ext. 0		Owner:	on file	
LA1 Code:	2143	mkanuk@realtyusa.com	Unit 1 Poss:	TBA	
LA2:			Unit 2 Poss:	6/30/13	
Sub-Ag 0	Buy Ag 2.5	Bkr Ag 2.5	Depository:	Trustco and M&T Bank	

List Date:	6/1/2012	Expire Date:	11/30/2012	Sale Terms:	FHA Fixed
Pend Date:	7/16/2012	Status Date:	9/7/2012	Sell Office:	RealtyUSA.com - Office: (518) 286-1000
Closed Date:	9/6/2012			Sell Agent 1:	Elizabeth Paone - (518) 441-5352ext. 0
Days On Market:	45			Sell Agent 2:	
Owner Contribution:	No	Sld Rmks & Contribution \$:		Virtual Tour URL:	

The information in this listing was gathered from third party sources including the seller and public records. CRMLS and its subscribers disclaim any and all representations or warranties as to the accuracy of this information.

		MLS#: 201313545 Area: 115 Rental Price: \$1,100 Status: Active Map: 110DJ113 Rented Price: Address: 48 HARRIS AV Zip: 12208 City/Town (Tax) Albany City/Town (Mail) Albany Unit Location: Second Floor Village: Style: Flat County: Albany School District: Albany Locale: Projected School:						
ROOM	B 1 2 3	Unit Features:	Cable Hook-Up, Porch	Garage:	0	Handicap:	No	
Living Room:	1	Appliances:	Cook-top, Double Wall Oven	Date Avail:	4/1/2013	Off St Parking:	1	
Dining Room:	FOR 1	Owner Furnishes:	Water & Sewer	Deposit:	One Month	Pets:	TBD	
Kitchen:	1	Furnished:	No	Cooling:	None	Condition:	Excellent	
Bedroom:	3	Heat System:	Hot Water, Radiator	Rent Period:	Per Month	Laundry:	Hook-Up	
Full Bath:	0 0 1 0	Heat Fuel:	Natural Gas	Age (NOT Year Built)	78			
Partial Bath:	0 0 0 0	Duration:	Year					
Other Rms:								
Kitchen Type:	Eat In							
Remarks:	Well maintained 3 Bedroom Flat on nice street. Located near hospitals, Law and Med School. Agent to accompany, prior day notice. Agent is owner.						Total Bedrooms:	3
Directions:	Harris Ave between Hackett and New Scotland						Total Baths:	1.0
						Total Fireplaces:		
						Total Woodstoves:		
LO:	Kearney Brown Realty	Office:	(518) 482-5000	Call Showing Time @ 800-746-9464 to show				
LO Code:	2282A			Show:	Agent to Accompany, Tenants, Prior Day Sign: Notice			
LA1:	Michael K Brown		(518) 858-1944ext. 0	Owner:	Brown			
LA1 Code:	6716		mkbrown111@msn.com	Owner 2:				
LA2								
SA1								
List Team:		Rented Remarks:						
			Sub-Ag 0	Buy Ag 300	Bkr Ag 0			
List Date:	3/6/2013	Rented Date:		Expire Date:	6/6/2013	Status Date:	3/11/2013	

This information is deemed reliable, but not guaranteed.

		MLS#: 201201905 Area: 112 Rental Price: \$1,050 Status: Rented Map: Rental Price: \$1 Address: 71 PINWOOD AV Zip: 12208 City/Town (Tax) Albany City/Town (Mail) Albany Unit Location: First Floor Village: Style: Flat County: Albany School District: Albany Locale: Projected School:
ROOM: B 1 2 3 Living Room: Dining Room: FOR Kitchen: Bedroom: Full Bath: 0 1 0 0 Partial Bath: 1 0 0 0 Other Rms: Kitchen Type: Eat In	Unit Features: Cable Hook-Up, Air Conditioner Appliances: Refrigerator, Cook-top, Single Wall Oven, Washer & Dryer Owner Furnishes: Water & Sewer, Trash Removal, Lawn Care Furnished: No Heat System: Baseboard Heat Fuel: Natural Gas Duration: Year	Garage: 1 Attached Handicap: No Date Avail: 2/2/2012 Off St Parking: 3 Deposit: Pets: TBD, DPST Cooling: Window A/C Unit Condition: Excellent Rent Period: Per Year Laundry: Washer & Dryer, Hook-Up Age (NOT Year Built)
Remarks: Perfect neighborhood for graduate students, law students, or hospital workers. We do not accept section 8. Credit check required.		Total Bedrooms: 3 Total Baths: 1.1 Total Fireplaces: Total Woodstoves:
Directions: Pinwood Avenue, is off New Scotland across from New Scotland Elementary.		
LO: DiBlasi Real Estate LO Code: 1969A LA1: Raymond B Hoffman LA1 Code: 21040 LA2: SA1: Raymond B Hoffman DiBlasi Real Estate List Team:	Office: (518) 857-1505 Home: (518) 441-8416ext. 0 rayhoffman70@gmail.com Rented Remarks: Sub-Ag 1/2 Month Buy Ag 1/2 Month Bkr Ag 1/2 Month	Call Showing Time @ 800-746-9464 to show Show: Lockbox Sign: Owner: Owner 2:
List Date: 1/6/2012 Rented Date: 2/1/2012 Expire Date: 3/30/2012 Status Date: 2/16/2012		

This information is deemed reliable, but not guaranteed.

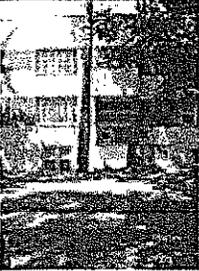
				MLS#: 201227080	Area: 115	Rental Price: \$1,100
		Status: Active	Map: 110DH92	Rented Price:		
		Address: 71 PINWOOD AV	Zip: 12208			
		City/Town (Tax): Albany				
		City/Town (Mail): Albany		Unit Location: Second Floor		
		Village:	Style: Flat			
		County: Albany	School District: Albany			
		Locale:	Projected School:			

ROOM	B	1	2	3	Unit Features:	Deck, On/Near Busline	Garage:	0	Handicap:	No	
Living Room:	0	0	1	0	Appliances:	Range w/Oven, Refrigerator, Single Wall Oven, Microwave	Date Avail:	1/1/2013	Off St Parking:	0	
Dining Room:	FOR	0	0	1	0	Owner Furnishes:	Water & Sewer, Trash Removal, Lawn Care	Deposit:		Pets:	NO
Kitchen:	0	0	1	0			Cooling:	None	Condition:	Very Good	
Bedroom:	0	0	3	0			Rent Period:	Per Year	Laundry:	Hook-Up	
Full Bath:	0	0	1	0	Furnished:		Age (NOT Year Built)	46			
Partial Bath:	0	0	0	0	Heat System:	Baseboard					
Other Rms:	0	0	0	0	Heat Fuel:	Natural Gas					
Kitchen Type:	Eat In				Duration:	Year					
Remarks:	Second floor flat with open floor plan available now. All bedrooms have closets and can accommodate queen or king sized beds. Close to Albany Law/Med/Pharmacy, St. Peters, bars/restaurants, library walk to all conveniences. Hardwood/ceramic tile floors. Quiet residential neighborhood. Credit check required for approval (done by property manager.) No pets. Tenants pay own utilities, landlord pays taxes, New Scotland to Pinewood Avenue, Pinewood runs between New Scotland and Hackett and									Total Bedrooms:	3
Directions:										Total Baths:	1.0
									Total Fireplaces:		
									Total Woodstoves:		

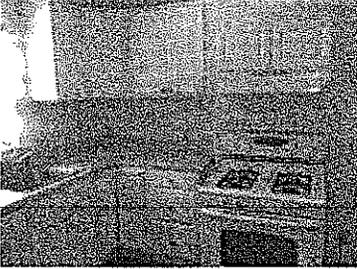
LO:	DiBlasi Real Estate	Office: (518) 857-1505	Call Showing Time @ 800-746-9464 to show	Sign:
LO Code:	1969A		Show: Lockbox	
LA1:	Raymond B Hoffman	Home: (518) 441-8416ext. 0	Owner:	
LA1 Code:	21040	rayhoffman70@gmail.com	Owner 2:	
LA2		Rented Remarks:		
SA1		Sub-Ag .5	Buy Ag .5	Bkr Ag .5
List Team:				

List Date:	12/29/2012	Rented Date:		Expire Date:	3/31/2013	Status Date:	1/4/2013
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This information is deemed reliable, but not guaranteed.

	MLS#:	<u>201311267</u>	Area:	115	Rental Price:	\$900	
	Status:	Lease	Map:	110DJ112	Rented Price:	\$900	
	Address:	37-39 # 6 PARKWOOD ST	Zip:	12208			
	City/Town (Tax):	Albany					
	City/Town (Mail):	Albany			Unit Location:	Second Floor	
	Village:				Style:	Partial Floor	
	County:	Albany			School District:	Albany	
	Locale:	New Scotland Ave.			Projected School:		
ROOM	B	1	2	3	Unit Features:	Cable Hook-Up, On/Near Busline	
Living Room:			1		Appliances:	Range w/Oven, Refrigerator, Dishwasher	
Dining Room:	NO				Owner Furnishes:	Heat, Hot Water, Trash Removal, Lawn Care, Snow Removal, Garage	
Kitchen:			1		Furnished:	No	
Bedroom:			2		Heat System:	Hot Water, Radiator	
Full Bath:	0	0	1	0	Heat Fuel:	Natural Gas	
Partial Bath:	0	0	0	0	Duration:	Year	
Other Rms:							
Kitchen Type:	Eat In				Age (NOT Year Built)	78	
Remarks:	Located on a residential street minutes from the medical college, law school and hospitals. This charming apartment has an updated kitchen and hardwood floors. Easy access to near by shops and restaurants. Landlord pays the heat/hot water, provides trash removal and a detached garage space. Window A/C allowed. No dogs/cats. Caged pets/fish etc. TBD.					Total Bedrooms:	2
Directions:	New Scotland Ave. to Parkwood St					Total Baths:	1.0
						Total Fireplaces:	
						Total Woodstoves:	
LO:	<u>Prudential Manor Homes</u>	Office: (518) 439-4943	Call Showing Time @ 800-746-9464 to show				
LO Code:	115F		Show:	Lockbox		Sign:	
LA1:	<u>Maria Perches</u>	Home: (518) 791-4124ext. 0	Owner:	LBO			
LA1 Code:	23188	<u>mtperches@prudentialman...</u>	Owner 2:				
LA2	<u>Virginia Rest - Home: (518) 669-4131ext. 0</u>	Rented Remarks:					
SA1	<u>Maria Perches</u>						
List Team:	<u>Prudential Manor Homes</u>	Sub-Ag 0	Buy Ag 1/2 mo	Bkr Ag 1/2 mo			
List Date:	1/24/2013	Rented Date:	2/8/2013	Expire Date:	4/23/2013	Status Date:	2/8/2013

This information is deemed reliable, but not guaranteed.

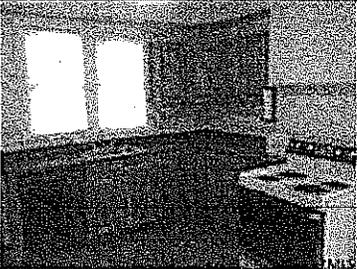
	MLS#:	<u>201220868</u>	Area:	115	Rental Price:	\$1,100
	Status:	Rented	Map:	34-2-76	Rented Price:	\$1,100
	Address:	69 PINWOOD AV	Zip:	12208		
	City/Town (Tax):	Albany				
	City/Town (Mail):	Albany			Unit Location:	Second Floor
	Village:				Style:	Flat
	County:	Albany			School District:	Albany
	Locale:				Projected School:	

ROOM	B	1	2	3	Unit Features:	Cable Hook-Up, Porch	Garage:	0	Handicap:	No	
Living Room:			1		Appliances:	Range w/Oven, Refrigerator, Microwave	Date Avail:	9/1/2012	Off St Parking:	1	
Dining Room:	FOR		1		Owner Furnishes:	Water, Sewer, Lawn Care, Snow Removal	Deposit:		Pets:	TBD	
Kitchen:			1		Furnished:	No	Cooling:	None	Condition:	Excellent	
Bedroom:			3		Heat System:	Radiator	Laundry:		Laundry:	Hook-Up	
Full Bath:	0	0	1	0	Heat Fuel:	Natural Gas	Rent Period:	Per Month			
Partial Bath:	0	0	0	0	Duration:	Year	Age (NOT Year Built):	76			
Other Rms:			1								
Kitchen Type:	Working Only										
Remarks:	Excellent 2nd floor flat on convenient street. H/W floors, W/D hookup, off street parking. Broker is owner.									Total Bedrooms:	3
										Total Baths:	1.0
										Total Fireplaces:	
Directions:	New Scotland Ave to Pinewood Ave									Total Woodstoves:	

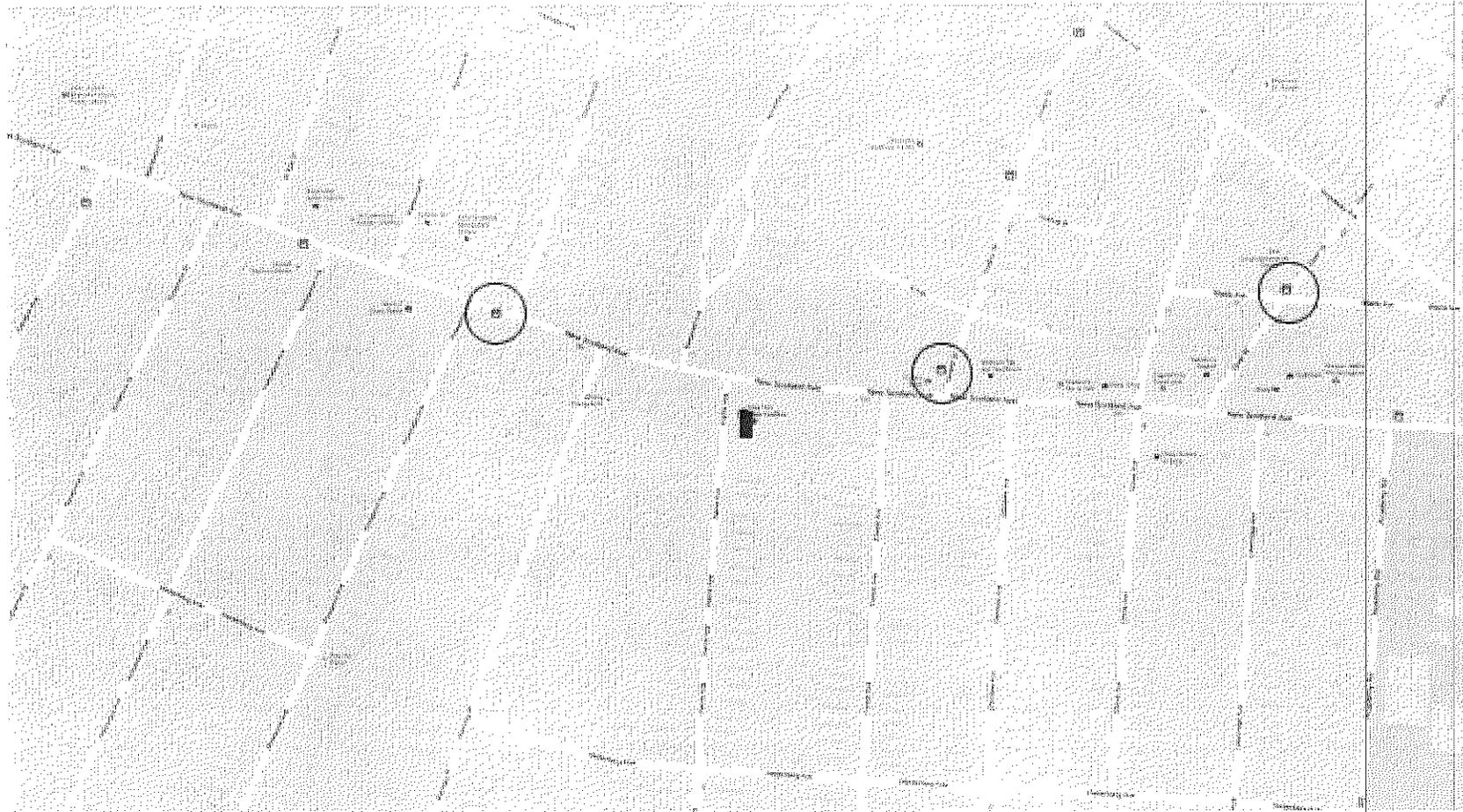
LO:	<u>Kearney Brown Realty</u>	Office: (518) 482-5000	Call Showing Time @ 800-746-9464 to show
LO Code:	2282A		Show: Lockbox
LA1:	<u>Michael K Brown</u>	(518) 858-1944ext. 0	Owner:
LA1 Code:	6716	<u>mkbrown111@msn.com</u>	Owner 2:
LA2:			
SA1:	<u>Michael K Brown</u>	Rented Remarks:	
	<u>Kearney Brown Realty</u>	Sub-Ag 0	Buy Ag 500 Blr Ag 500
List Team:			

List Date:	8/29/2012	Rented Date:	9/21/2012	Expire Date:	11/29/2012	Status Date:	9/21/2012
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This information is deemed reliable, but not guaranteed.

		MLS#: 201205607 Area: 115 Rental Price: \$1,000 Status: Rented Map: 34-2-76 Rented Price: \$1,000 Address: 69 PINWOOD AV Zip: 12208 City/Town (Tax) Albany City/Town (Mail) Albany Unit Location: First Floor Village: Style: Flat County: Albany School District: Albany Locale: Projected School:
ROOM B 1 2 3 Living Room: 1 Dining Room: FOR 1 Kitchen: 1 Bedroom: 3 Full Bath: 0 1 0 0 Partial Bath: 0 0 0 0 Other Rms: Kitchen Type: Working Only	Unit Features: Cable Hook-Up, Porch Appliances: Range w/Oven, Refrigerator, Dishwasher Owner Furnishes: Water & Sewer, Lawn Care, Snow Removal Furnished: No Heat System: Hot Water, Radiator Heat Fuel: Oil Duration: Year	Garage: 0 Handicap: No Date Avail: 4/1/2012 Off St Parking: 1 Deposit: Pets: TBD, DPST Cooling: None Condition: Excellent Laundry: Hook-Up Rent Period: Per Month Age (NOT Year Built) 76
Remarks: Large flat on nice street near law and medical schools, hospitals and houses of worship. W/D hookup, hardwood floors and off street parking. Agent is owner. Call CSS to show.		Total Bedrooms: 3 Total Baths: 1.0 Total Fireplaces: Total Woodstoves:
Directions: New Scotland Ave to Pinewood		
LO: Kearney Brown Realty LO Code: 2282A LA1: Michael K Brown LA1 Code: 6716 LA2 SA1 Michael K Brown Kearney Brown Realty List Team:	Office: (518) 482-5000 (518) 858-1944ext. 0 mkbrown111@msn.com Rented Remarks: Sub-Ag 0	Call Showing Time @ 800-746-9464 to show Show: Lockbox, Call Customer Serv Center Sign: Owner: Owner 2: Buy Ag \$400 Bkr Ag \$400
List Date: 3/29/2012 Rented Date: 4/19/2012 Expire Date: 9/29/2012 Status Date: 4/19/2012		

This information is deemed reliable, but not guaranteed.



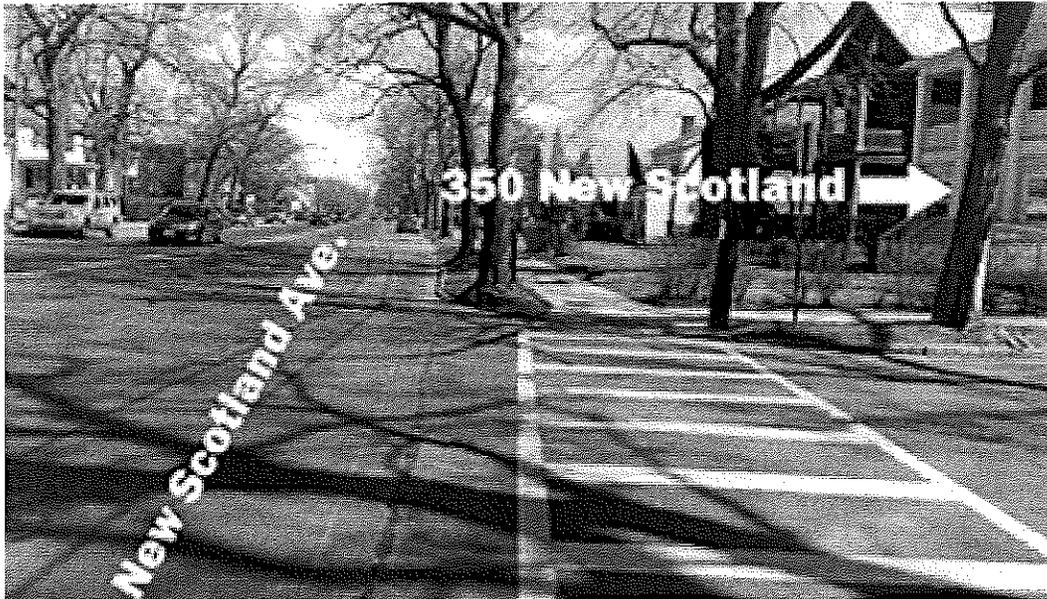
Proposed location for the Albany Art Room
Bus stops near the Albany Art Room
CDTA BUS # 16 #13



From Harris, looking towards New Scotland. 350 New Scotland is on the right.

Photo taken Saturday, March 30 2:15 pm

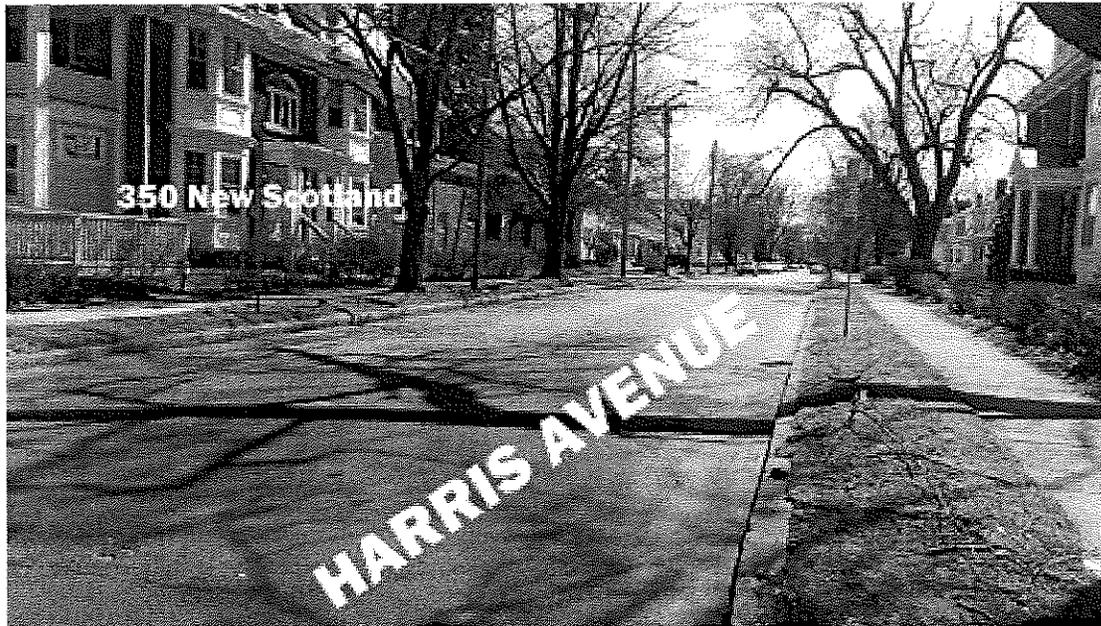
Saturday afternoons are typically the busiest times at the Albany Art Room



From New Scotland, with Harris on the right. 350 New Scotland is on the right.

Photo taken Saturday, March 30 2:15 pm

Saturday afternoons are typically the busiest times at the Albany Art Room



From New Scotland, looking down Harris. 350 New Scotland is on the left.

Photo taken Saturday, March 30 2:15 pm

Saturday afternoons are typically the busiest times at the Albany Art Room

Cost Estimates for Improvements

350 New Scotland Ave.

For Albany Art Room

Designer(Shadi Khadivi)	\$1,000.00
Engineer	\$500.00
Roof Repair (estimate from Scott Jackson)	\$2,400.00
Open up walls (estimate from John Holford- including demolition and finish work, all but painting)	\$12,000.00
Electrical work (upgrade electrical and install kiln)	\$10,000.00
Plumbing	
❖install 2 3-bay sinks	\$3,000.00
❖install handicap accessible sink in bathroom	\$1,000.00
❖install utility sink in kids' area	\$1,000.00
Demolition/Clean up	\$1,000.00
Painting (exterior and interior)	\$5,000.00
Carpentry (bringing stairwell and railings to code)	\$800.00
Additional work in 1st floor bathroom	\$500.00
Landscaping, first phase	\$5,000.00
Sign	\$300.00
Fire Alarm upgrade	\$1,000.00
Bike rack (for 8 bikes)	\$300.00
Permit fee	\$1,000.00
Electrical permit	\$400.00
Plumbing permit	\$100.00
Fire alarm permit	\$200.00
Contingency	\$10,000.00
Total Cost Estimate for Improvements	\$56,500.00

Albany Art Room



Contact Information:

Albany, New York
karen@albanyartroom.com
518.966.ART1

This document contains confidential information. It is disclosed to you for informational purposes only. Its contents shall remain the property of The Albany Art Room, LLC and shall be returned to The Albany Art Room, LLC when requested.

This is a business plan and does not imply an offering of securities.

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Professional Consultants	

1. Executive Summary

The mission of the Albany Art Room is to bring the excitement of artistic expression to more people. By helping visitors to overcome obstacles such as limited space or lack of confidence, we open up the visual arts to a wider community. The Albany Art Room offers a vibrant, creative environment, providing an opportunity for aspiring and accomplished artists to share inspiration and celebrate their work.

The Albany Art Room is a friendly place where you can create art. We welcome people of all ages and levels of experience. The Albany Art Room provides the materials, space and support needed to discover and express your creativity. Our materials are available for artists who want to work independently. We also offer a range of course options for more focused instruction.

Business Opportunity

The Art Room offers:

- A wide variety of arts and crafts classes.
- Space for people to use without an appointment to create art, using the materials and equipment in the open studio.
- A pottery studio for use in classes and open studio situations.
- Art and crafts for sale made by the Art Room instructors, participating artists, and other local artists.
- Supplies for sale to take home to continue pursuing the art forms introduced at the Albany Art Room.
- Packaged snacks and drinks to enjoy during a class or use of open studio time.
- After school program for homework and artwork.
- Vacation programs for kids.
- Specialized art summer programs.
- Art parties for kids and adults.

2. Company Background

2.1 Introduction

The Albany Art Room opened in January of 2008 and ran at its first location for almost 4 years. This company came to be based on an expressed need in the Albany area for a local place where kids and adults could create art. With the only place to engage with a wide range of arts all the way in Troy, there was something lacking in Albany. Also, the owner has spent her life as an amateur dabbler in the arts. She has taken countless classes, purchased whole sets of supplies to try new art forms at home, and commiserated with like-minded people that there should be a way to do this without such a large personal investment. Every amateur dabbler in the arts also commiserates about space in the home. There is the occasional home craftsperson who does have that corner in the basement or guest room where he or she can leave a project set up even when it's time for dinner, but that is a rare situation. The owner decided to create a place with commonly shared materials and equipment and an opportunity to take classes or just use the studio and its ample storage space for works in progress. As an experienced elementary teacher and administrator, the owner also understands the needs of parents and children for opportunities to create art after school and during school vacations.

2.2 Business Description

The Art Room is an LLC in New York State with Karen Schupack as its sole member.

3. Products

The Art Room will offer the following products for sale.

- ✚ Art supplies and kits to take home.
- ✚ Art and craft pieces created by Art Room instructors and customers and showcased in the store/gallery.
- ✚ Readymade pottery for customers to glaze during open studio
- ✚ Canvases and wooden objects for customers to paint and decorate using the space and materials of open studio.
- ✚ Packaged snacks and drinks.

4. Services

4.1 Service Descriptions:

Adult Classes, Kids Classes, Vacation Camps, After School Programs, Art Parties for Kids and Adults, and Open Studio:

The shared open studio space is meant for adults or adults and their children. Children under 16 will share this experience with an adult. Developmentally appropriate materials, activities and guidance is available for guardians or caretakers of young children and children and adults with disabilities.

The following arts and crafts will be available in the classes and/or in the open studio space:

- Painting and Drawing
- Collage
- Sculpture
- Jewelry (beading and wirework)
- Paper Arts such as: Book making, paste paper, paper marbling, papermaking
- Ukrainian eggs
- Printmaking (relief printmaking, monoprinting, stamps, screen printing, etc.)
- Pottery: Hand building with clay and throwing on the pottery wheel

Seasonal and holiday-themed classes and projects available; for example, a Halloween costume-making workshop; Ukrainian eggs before Easter, Mothers' and Fathers' day projects.

After School:

A small after school program is available (on demand) for homework and artwork for kids from until 6pm each school day.

Private Lesson/Home School:

There are times reserved in the studio to offer one-on-one art lessons and specialized programs for home school groups.

Vacation Programs:

During school vacations, The Albany Art Room will offer specialized art programs for K-2, 3-8-grade, or teenage students.

Summer Programs:

Thematic art programs will be offered for designated times in the summers. Possible themes include writing, illustrating and constructing picture books; architectural design and model-making; oil painting; or furniture and floorcloth painting.

6. Marketing Plan

The Albany Art Room has many relationships that are integral to its marketing plan. Relationships with local public and private schools, local merchants and neighborhood associations, and a relationship with the arts community are all keys to the success of the business. Every opportunity to increase visibility, share good will and create positive perceptions in each of these communities continues to be explored and pursued. After getting customers into the door, the quality of the experience and word of mouth has been what ultimately sustains this business.

6.1 Competitive Advantage

Some key qualities that make The Albany Art Room unique will be highlighted in the marketing effort. The Albany Art Room is the only affordable drop-in art facility in the area. The instructional philosophy is also unique. The premise is that everyone is an artist and it is our job as the face of the Albany Art Room to help people feel this way. We are not there to judge or evaluate, but to encourage and facilitate the creative process.

6.2 Pricing Service

Service	Rate	Notes
Adult classes	\$15/hour	
Kids classes	\$12/hour	
Open studio	\$8/hour	including most materials
Open studio Monthly membership	\$60	
After school program	\$5/hour	
Private lessons or Home school group	\$25/hour	additional material fee for large home-school group

6.3 Promotional Plan

Paid Advertising

Coop Scoop

Helderberg Neighborhood Association Newsletter

Pine Hills Neighborhood Association Newsletter

Delaware Ave. Neighborhood Association Newsletter

Parent Pages (more costly, use selectively)

Metroland (more costly, use selectively)

Mailing promotional materials to targeted list

Create and distribute flyers through schools, art galleries and local libraries

Mothers Center Newsletter

Free Promotional Opportunities

E-mailing updates, deals and invitations to list of customers

Camp fairs at local schools

Letters to the editor

Submit photos of special events, such as an art opening of children's work, to local papers

List special events such as free art workshops and exhibit openings in local papers' and TV stations' community calendars

Promotional Events

Invite kids and their parents to free events, such as weekend art workshops

Participate in the First Friday gallery event in Albany

Donate gift certificates to auctions/fundraisers at local schools and other compatible nonprofit organizations

Web Site

Design and maintain a professional website that provides information about all of the products and services available at The Albany Art Room. Include a calendar showing the schedule of classes. Regularly update the website by showcasing recent work of customers and teachers.

6.4 Feedback

Satisfaction of every customer at The Albany Art Room is of tantamount importance. While it is not possible to please everyone, finding out what works and doesn't work for each person will help the business adapt and change, ever striving for increased satisfaction. Feedback cards and surveys will be available for each product and service. Suggestions from regular customers about changes in the open studio facility and course

offerings will impact the ongoing planning. With children, it will be important to use feedback mechanisms that capture the children's ideas as well as their paying parents.

7. Operating Plan

7.1 Location:

Our new proposed location is 350 New Scotland Ave. in Albany.

7.2 Hours:

The regular open hours will be:

M-F, 9-11am, M-TH 5-8pm, Sat 10-4, Sun 10-1

In addition to these hours, classes will be held on some weekday evenings, typically ending by 9pm. Classes and art parties will be held on weekend evenings, typically ending by 7pm.

7.3 Personnel:

Owner will run studio on a day to day basis.

Part-time employee to run the studio on owners days off.

Part-time independent contractors to teach adult classes.

Part-time teacher to teach kids' classes and camps

Part-time assistant teacher for camps.

Part-time lead and assistant to run art parties.

Part-time pottery studio manager.

7.4 Operating Equipment

Computer, printer/scanner/copier

Furniture

Inventory

Large art equipment such as cutters, presses, kiln, wheels.

Other office equipment such as telephone/fax/copier

7.5 Suppliers and Vendors

Orange Art

Macpherson

Dick Blick

Walmart

8. Management, Organization and Ownership

8.1 Owner/Manager:

Karen Schupack has many years of relevant experience. Her diverse background and past responsibilities prepare her for the multi-faceted tasks required to run this business. Karen has a degree in historic preservation with a concentration in urban planning. Her work following

that experience was housing and economic development, including project management of retail improvement. In this capacity, she worked closely with merchants and merchant associations to improve their appearance and viability. Karen then went on to get another degree in elementary education. She has taught all academic subjects with students ranging from second through eighth grades. For two and a half years, she was the Director of Academics at a small independent school. She managed the teachers, oversaw curriculum development and implementation, and was the one responsible for most of the difficult "customer" relations issues at the school. In addition, Karen has helped to develop the budget for the school. All of the skills that Karen has successfully used in these previous work experiences are integral to the success of The Albany Art Room.

The most relevant experience is the first 4 years of running the Albany Art Room. The products and services have gone through many changes as success and efficiency of each was critically evaluated. Procedures have been systematized. An opportunity to restart the business in a new location will give the owner the opportunity to implement significant changes in physical layout, staffing, products and services to enhance the profitability of the venture.

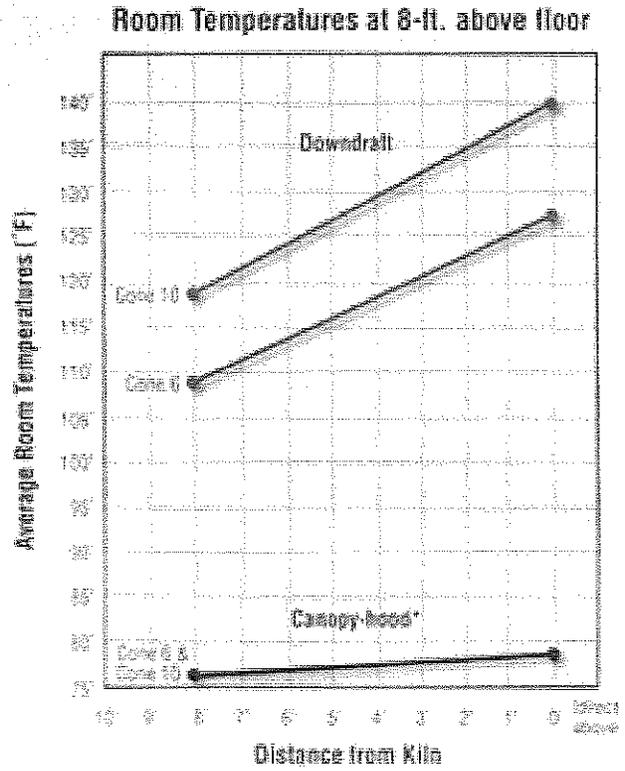
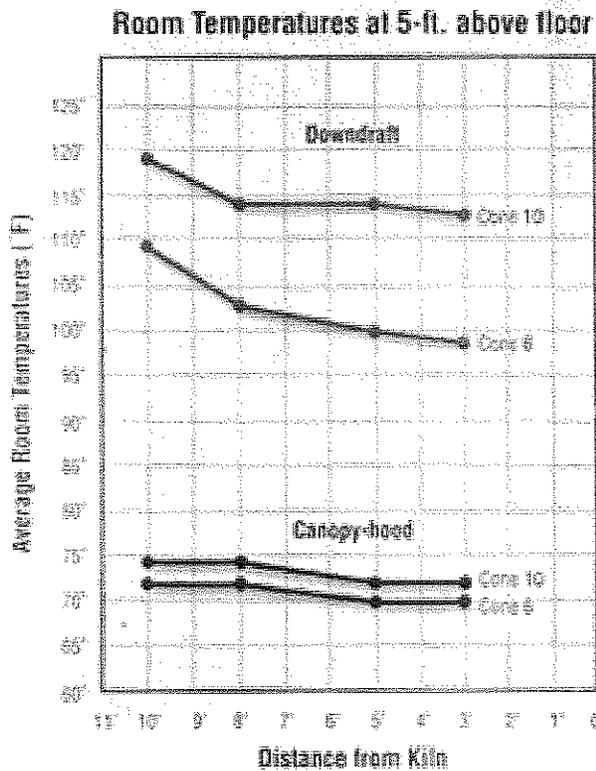
8.2 Professional Consultants

These seasoned professional are likely to continue to be instructors at the Albany Art Room when we reopen.

Ellen Crane
Bill Pettit
Chris Lisio
Dana Sela
Tiffanie Jackson
Janine Sullivan
Colleen Cox

The Albany Art Room will install both down draft and canopy hood ventilation systems for maximum safety. The kiln will be installed by a licensed electrician as per code requirements.

Test Results of Room Heat Removal During Kiln Firing



* Temperatures recorded at 8-ft. ceiling height for Core 6 and Core 10 were identical with the canopy-hood system.

Conditions

- All tests conducted on an L&L E23T electric kiln
- Room size 19.5-ft. x 14.0-ft. x 8.0-ft. (ceiling height) = 2,184 cu.ft.
- Fast glaze to Core 10: 3250°F (1782°C) and 3375°F (1858°C) internal kiln temperatures; hold at Core 10 and measure temperatures at distances shown after 4, 5, and 6 hours
- Fast glaze to Core 6: 2181°F (1194°C) and 2186°F (1197°C) internal kiln temperatures; hold at Core 6 and measure temperatures at distances shown after 5 and 6 hours

System	Core 10	Core 6
Downdraft System		
Starting room temperature:	55°F (13°C)	51°F (11°C)
Kiln exit temperature:	551°F (277°C)	485°F (252°C)
Canopy-hood System		
Starting room temperature:	55°F (13°C)	51°F (11°C)
Kiln exit temperature:	505°F (263°C)	449°F (232°C)

Summary

Canopy-hood venting is OSHA-compliant

The canopy-hood method not only removes fumes and odors from the source of kiln emissions, it also removes excess heat, keeping the room environment safer and comfortable.

Canopy-hood is the "green" choice

With superior fan motor efficiency and less need to run air conditioning, a canopy-hood system uses less energy and reduces overall operating costs.

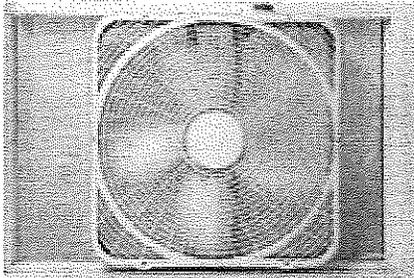
Vent-A-Kiln wishes to acknowledge the cooperation of Cone 5 Pottery, Buffalo, NY for its contributions to this report.

Vent-A-Kiln™

Vent-A-Kiln Corporation
 51 Botsford Place, Buffalo, NY 14216
 Phone: 716-876-2023 • Fax: 716-876-4883
 Toll-Free: 877-876-8368
 Email: info@ventakiln.com • www.VentAKiln.com

The Albany Art Room will install both down draft and canopy hood ventilation systems for maximum safety. The kiln will be installed by a licensed electrician as per code requirements.

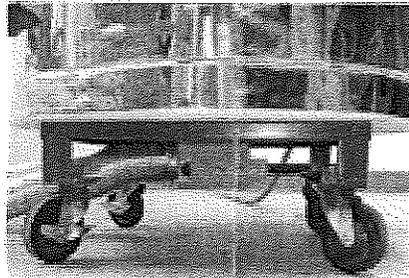
Comparison of kiln ventilation methods



Open window and fan

This is the historical way of venting kilns and is still used in some cases where the kiln is placed in a room separate from the work area. For many studios and schools, a kiln-dedicated room is inconvenient, impractical or too expensive to build and maintain. Whether in a separate room or the main area, traditional ventilation should be avoided for the following reasons:

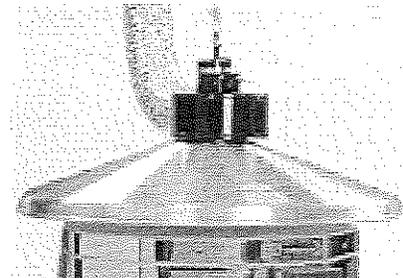
- Inherently unsafe as the room is heavily contaminated with fumes and excess heat before being exhausted.
- Windows and doors are left open regardless of the weather, thereby incurring security risks.
- Expensive to run air conditioning when the room is too hot.
- Expensive to re-heat after the room has been vented. Noisy and expensive to run the fans.



Downdraft system

Holes are drilled into the bottom of fire brick of the kiln. A plenum cup is attached to the kiln covering these holes. Flexible tubing connects the cup to a motor/blower mounted at the wall where the fumes are vented after creating a downdraft through the kiln. Although a downdraft system effectively ventilates emissions, it has these disadvantages:

- It takes longer to heat the kiln that uses a downdraft vent, so it is less energy efficient and more costly to operate.
- In addition, cool air drawn in passes over the heating elements, requiring costly re-heating with the potential for uneven firing.
- Kilns are not air-tight as fumes escape through peep holes (open or closed) as well as seals (especially when older and worn) between the fire bricks - fumes and odors still escape.
- Downdraft systems do not counteract physics - potentially dangerous and damaging heat and fumes will always rise and flow into the room.



Canopy-hood system

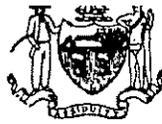
A circular hood exceeding the diameter of the kiln is positioned above the kiln and connected to flexible hose with a motor/blower. Fumes and heat rising from the kiln are captured immediately under the hood, drawn through the tubing and vented properly.

A canopy-hood system provides several advantages:

- Does not require kiln modification (drilling into the fire bricks).
- Without a downdraft, it takes less time to heat up the kiln, so it is more energy efficient and less expensive to operate.
- Takes advantage of heat and emissions rising to be more effective overall.
- Does not upset the balance in the firing cycle.
- The motor is more efficient, resulting in significant energy and cost savings.
- Excess heat is removed, minimizing the hazards and temperature-control costs associated with an overheated work environment.

Energy use and cost when firing at Cone 6*

Since downdraft ventilation systems remove heat from inside the kiln, more electricity is needed to maintain the kiln at the desired temperature. In addition, motors in a canopy-hood system have a higher blower capacity, but are more energy efficient.



**City of Albany
Department of Public Safety
Division of Building and Codes**

The Albany Art Room
LLC by Karen Schupack
919 Myrtle Avenue
Albany, NY 12208

Certificate of Occupancy

Address: 457 Madison Avenue

Permit 41197

Parcel 06878

This is to Certify that the building located at 457 Madison Avenue in the City of Albany, NY has been inspected and found to be in compliance with the plans on file and with permit application for fire safety inspection of a personal service arts room known as Albany Art Room.

The following occupancy is permitted at this location:

Area	Use	Uniform Code Classification
Cellar/Basement		
First Floor	Personal Service Arts room/retail	B/M
Second Floor		
Third Floor		
Other Floors		

No change in the nature of this parcel, building or use is allowed without a permit and the issuance of a new Certificate of Occupancy.

Zoning District at time of Issuance C-1

Issuance Recommended By:


Vincent J. DiBiase
Sr. Building Inspector


Nicholas A. DiLello, Director

Issue Date: Monday, December 31, 2007

New Scotland Ave, Albany, NY



Shachy Opticians
Mintown Tea & Tea
Stewart's
Fountain
Stutterpad Photo
The Bakery

Graney's Sake Cafe
Allstate
A Yordy Hearing Aids
Wine Shop
Dominos Pizza

Gastropub
Ritmas Barber/Salon
Urban Shoe Repair
Seinatos Market

350 New Scotland Ave Albany, NY

TRG