

Volume of Activity (Visitors)	Permit Type (2015/2016 Usage)			Permit Type (Post Approval- First Year Low Estimate 10%)			Permit Type (Post Approval- First Year Modest Estimate 20%)			Permit Type (Post Approval- Usage Year 5 with 10% increase YOY)		
	Religious Institution	Club	Philanthropic	Religious Institution	Club	Philanthropic	Religious Institution	Club	Philanthropic	Religious Institution	Club	Philanthropic
Religious Institution - Religious Services, Church Ancillary Activities (AA etc.) and Church Staff	74,561			81,742			91,262			133,183		
Club Activities - Arts for Healing, Space Grant Program, General Public Grace Farm Usage, GFF Personnel, Commercial For Profit Events		79,681			126,458			167,435			245,141	
Philanthropic Activities - Architecture Tours, Foundation Events, Foundation Personnel, Large Events, Regular Events, Incremental Usage, Sustainability Events <i>Note: Excludes General Public</i>			32,318			63,201			76,830			108,583
Total	74,561	79,681	32,318	81,742	126,458	63,201	91,262	167,435	76,830	133,183	245,141	108,583
Grand Total	186,560			271,400			335,527			486,907		

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	Religious Institution	Club	Philanthropic	Religious Institution	Club	Philanthropic	Religious Institution	Club	Philanthropic	Religious Institution	Club	Philanthropic
Church Related Uses:												
Grace Community Church (services only) - Religious Services [NOTE 1]	48,405			53,246			58,086			85,044		
Church Ancillary - Church Sponsored Events (e.g. Amazing Grace (AA meetings), pickup basketball, women's morning Bible study, Alpha Series (exploring Christianity), men's morning Bible study). Figures are based on 75 people each day multiplied by 6 days by 52 weeks. [NOTE 1]	23,400			25,740			30,420			44,538		
Church Staff - 8 FTE. Figures based on 5 church staff on site every day	1,820			1,820			1,820			2,665		
Subtotal - Church Usage	73,625			80,806			90,326			132,247		
Ancillary Uses - Non Church Related:												
Arts for healing - Source Grace September 2016 Application		855			941			1112			1,627	
Architecture Tours - Source Grace September 2016 Application - Reported 61 tours. 83 tours represents an annualized number. Applicant's current tour program consist of daily River Walk & Tea tours (18 people) and monthly Group Architectural tours (16 to 45 people). Figures are based on 25 people per tour. Low Estimate - 95 total tours annually (i.e. 1 additional tour per month). Modest Estimate - 107 tours annually (i.e. 2 additional tours per month).			1,011			2,375			2,675			3,916
Space Grant Program - Source Grace March 2017 Application, Tab F and Applicant's Grace Farms website Applicant has awarded space grants to at least 58 not-for-profits. Low Estimate - Assumes 29 not-for-profits have an executive board meeting once a month with 20 attendees and 12 fundraising galas of 250 people. Modest Estimate - Assumes 40 not-for-profits have an executive board meeting once a month with 20 attendees, 12 fundraising galas of 250 people and 6 fundraising galas of 500 people. [NOTES 3 & 4]		4,570			9,960			15,600			22,840	
Foundation (Prior Events) - Source Grace September 2016 Application Events include Applicant's 2015/2016 programming, including concerts, conferences, annual special events such as Earth Day and Winter Outing, etc.			12,587			13,846			16,363			23,957
Subtotal - Church + Events	73,625	5,425	13,598	80,806	10,901	16,221	90,326	16,712	19,038	132,247	24,467	27,874
General Public Grace Farm Usage - Restaurant, Tea Service, Library, Walking Trails, Fishing, Pickup Basketball, Open Play. Figures are based on 178 people 6 days a week x 52. Source of 178 is from Applicant's November 10 2016 traffic report - attendance records. The only limitations proposed for public use of Grace Farms are its hours of operation (Tuesday through Saturday 10:00AM to 7:00PM and Sundays Noon to 6:00PM). [NOTES 2 & 5]		55,536			61,090			66,643			97,572	
Foundation Personnel - Applicant's representations in 2012/2013 was that it had 2 or 3 FTE. Applicant now has 60+ personnel. Figures are based on 60 people x 6 days a week x 52. Low estimate - assumes an additional 4 FTE; Modest estimate - assumes an additional 5 FTE.	936	18,720	18,720	936	19,968	19,968	936	20,280	20,280	936	29,692	29,692
Total	74,561	79,681	32,318	81,742	91,958	36,189	91,262	103,635	39,318	133,183	151,732	57,566

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	Religious Institution	Club	Philanthropic	Religious Institution	Club	Philanthropic	Religious Institution	Club	Philanthropic	Religious Institution	Club	Philanthropic
Additional Stated Uses Sought:												
<p>Space Grants - 58 Space grants awarded to date.</p> <p>Low estimate - Assumes 29 organizations conduct 1 recurring event a month with 75 attendees <i>in addition to</i> their monthly executive board meeting and 12 fundraising galas of 250 people.</p> <p>Modest estimate - Assumes 40 organizations conduct 1 recurring event a month with 100 people <i>in addition to</i> their monthly executive board meeting, 12 fundraising galas of 250 people. [NOTES 4, 7 & 8]</p>					29,100			51,000			74,669	
<p>Additional Space Grants - Currently the Foundation solicits additional space grants quarterly. Figures assume 10 new space grants annually.</p> <p>Low Estimate - Assumes that each new grantee conducts 4 board meetings with 20 people and has 2 general meetings/events with 50 people annually.</p> <p>Modest Estimate - Assumes that each new grantee conducts 6 board meetings with 20 people and has 4 general meetings/events with 50 people annually.</p>					1,800			3,200			4,685	
<p>Large Events - The Foundation is seeking 12 events of more than 700 persons each calendar year. Figures based on 701 persons attending a one day event 12 times a year.</p>						8,412			8,412			8,412
<p>Regular Events - The Foundation has requested 24 additional sponsored events of between 300 and 700 persons. Only advance notice to ZEO required. These can be held 2x a month. See 2017 Management Plan.</p> <p>Low and Modest Estimate - Figures are based on 500 people attending a one day event twice a month.</p>						12,000			12,000			17,569
<p>Incremental usage (Events less than 300 persons; no notice or approval required). Foundation sponsored programming (e.g. conferences) for its 5 Initiatives] - As per the application, these are events that are less than 300 persons. The March 2017 Application proposes no limitation on the number of these events.</p> <p>Low Estimate - Figures assume 12 events per year with 250 people on average with each event lasting one day.</p> <p>Modest Estimate - Figures assume 15 events with 250 people on average with each event lasting two days.</p>						3,000			7,500			10,981
<p>Sustainability Events - Commercial for profit rentals - The Applicant is now requesting to hold revenue positive events to cover its operating costs. The River Building has multiple spaces that can support varying occupancies (e.g. Commons - 250 persons, Library - 60 persons, Lecture Hall - 42 persons, Pavilion - 30 persons, Sanctuary - 700 persons, West Barn - 100 persons)</p>					3,600	3,600		9,600	9,600		14,055	14,055
Grand Total	74,561	79,681	32,318	81,742	126,458	63,201	91,262	167,435	76,830	133,183	245,141	108,583

Notes:
<p>1. Annualized church attendance of 48,405 represents 931 members of Grace Community Church attending services on a given Sunday which generally comports with representations made by the Applicant's predecessor in 2008 and 2012/2013 that there would be 900 parishioners at Grace Farms on any given Sunday. This attendance figure also comports generally with the "Sunday Visitor Count" of 889 on Sept. 11, 2016 set forth in Table 3 of the 2016 Annual Traffic and On-Site Parking Study included in the September 2016 Application. On average, each week 1,586 people from Grace Community Church come to Grace Farms. No limits are placed on the number of religious services that Grace Community Church may offer during a given week. Similarly, there is no limit to either (i) the number of attendees for any ancillary religious use or (ii) the number of ancillary religious events that Grace Community Church can sponsor during a given week.</p>
<p>2. This annualized estimate is conservative as more members of the general public would utilize Grace Farms on a weekend or holiday. Based on the Applicant's November 10, 2016 traffic report (pg.3 Attendance Records section), on September 23, 2016 a total of 535 people visited Grace Farms. Disregarding 289 people who attended the September community dinner event and 68 staff members results in a total of 178 members of the general public visiting Grace Farms on that day. Assuming that a typical day at Grace Farms would have 178 general public visitors, our calculation is 178 people x 6 days x 52 weeks.</p>
<p>3. It is unclear in the March 2017 Application whether the Applicant has accounted for attendance at all reported not-for-profit 2016 fundraisers -- for example, (i) the February 27, 2016 New Canaan Country School - Swing into the Centennial Gala, (ii) the June 28, 2016 New Canaan Domestic Partnership's Campus Safety Discussion, and (iii) the September 12, 2016 Voices of September 11th Public Discourse Initiative.</p>
<p>4. Note that the Applicant's "Space Grant" program (initial awards were announced on February 26, 2016) has two categories: Small Space Grants and Large Space Grants. See Notes 7 & 8 below for more details on the Applicant's space grant program.</p>
<p>5. On page 6 of Enclosure II of the September 2016 Application, the Applicant states (and as reconfirmed by the Applicant's attorney at the Commission's November 29, 2016 hearing) that "Grace Farms has not been held out or operated as a 'public park,' nor will it be," yet given that it encourages members of the public to come visit, it is unclear what distinguishes its activities from that of a "public park" except for the fact that it is sponsored by an entity not affiliated with the town government. The following text is excerpted from gracefarms.org: <i>"Visiting Grace Farms: Grace Farms is a gift of open space to the community. Admission is free. All drivers parking at the facility during public hours will be offered a free day pass at our Entry Kiosk. Grace Farms public hours are Tuesday through Saturday 10 am to 6 pm, and Sunday noon to 6 pm Grace Farms Pass: To expedite entry and make use of special benefits, we suggest registering for a free Grace Farms Pass at the West Barn Welcome Center. The Grace Farms Pass includes access to an express entry lane and the option to borrow Grace Farms Library books for up to two weeks. The Library, one of the five glass-enclosed volumes of the River building, offers a complete selection of 1,400 books to borrow or to purchase, curated around Grace Farms' five core initiatives: nature, arts, justice, community, and faith. Please bring a valid identification to activate your pass. Guided tours are offered every Thursday at 12:45 pm and Saturday at 11:30 am and 2 pm (\$25). Tea service is offered in the Pavilion every half-hour Tuesday-Friday from 11 am-3 pm; Saturday from 11 am-5 pm; & Sunday from 12-3 pm (\$5) Commons: Refreshments and light fare are offered in the Commons Tuesday-Friday from 10 am-5 pm, Saturday from 10 am-6 pm, & Sunday from 12-5 pm. Lunch is served until 3 pm."</i></p>
<p>6. To meet its annual operating expenses, the Applicant is looking to engage in revenue raising programming at Grace Farms. To that end, in its March 2017 Application the Applicant is requesting to supplement its current uses with additional for-profit commercial use - e.g. corporate retreats, photo shoots, team retreats, movie location filming. (See 2017 Management Plan - Section B-V Foundation Program Sustainability Funding Opportunity Events page 8). This request apparently is due to the fact that only the architectural tours are revenue positive at Grace Farms, and that to make Grace Farms financially viable the Applicant now needs to offer additional revenue raising programming. Based upon the Applicant's 2015 IRS Form 990 tax return, we estimate the annual aggregate expense to run Grace Farms to be between \$5,000,000 and \$7,000,000 on a conservative basis.</p>
<p>7. Characteristics of Small Space Grants (per Tab E of Applicant's March 2017 Application): smaller programs of <100 persons that may occur multiple times that use only one space and involve minimal set up and do not interrupt daily Grace Farms activities. Examples would be strategic planning sessions, trainings, small meetings, and private or public programming (e.g. board meeting or general lecture).</p>
<p>8. Characteristics of Large Space Grants (per Tab E of Applicant's March 2017 Application): a one-time event of >100 persons that uses more than one space (typically the Commons and Sanctuary for dining and entertainment) that is generally held during a weekday evening (6pm to 10pm) and involves a catered meal. An example would be an annual fundraiser gala.</p>