

Fort Salem Theater

11 E. Broadway, Salem, NY 12865

Building & Infrastructure

- Septic system replacement (2026) - Approx. \$50,000
- HVAC system replacement/upgrades (2 units + 2 return vents) - Approx. \$50,000
- Basement/foundation reinforcement - Approx \$5,000
- Lobby restroom upgrades (2 new toilets) - Approx \$600 parts and labor
- Backstage restroom renovation - Approx \$5,000
- New commercial washer & dryer (2025)
- Roof and exterior repairs (misc. slate replacement)
- Parking lot/driveway improvements (phase 1 or 2 complete) - \$20,000
- ADA accessibility improvements (Listening Device System for up to 30 patrons)

Theater Equipment Included with Sale

- Digital sound console
- Wireless microphone package (Approx 10 mics, can confirm)
- Electric Piano
- Upright Piano
- Band loft construction
- ETC Element lighting console upgrade
- Approximately 30 additional stage lighting instruments
- LED lighting fixtures
- Intelligent moving lights
- Followspots
- Stock scenery inventory (platforms, flats, etc.)
- Expanded costume inventory (Approx \$5,000)
- Costume attic organization and storage improvements
- Shop equipment and tools
- Printers, and POS equipment
- Ticket Printer

Business Assets & Goodwill

- Professionally redesigned website
- Established online ticketing platform
- Active social media presence
- Donor database

- Email marketing list
- Established volunteer base
- Strong regional brand recognition
- Historic theater with established audience
- 501(c)(3) relationship (if continuing with purchaser)
- Established vendor relationships
- Rental and event business

Fort Salem Theater Growth Since 2021

Year	Tickets Sold	Gross Ticket Sales	Donations
2021	3,576	\$75,703.50	\$18,666.00
2022	5,754	\$148,572.10	\$19,498.31
2023	7,032	\$192,206.80	\$12,663.00
2024	6,709	\$193,619.95	\$43,112.00
2025	5,110	\$150,048.06	\$155,469.00

Highlights

- More than doubled annual ticket revenue since 2021.
- Nearly doubled annual attendance compared with pre-2022 operations.
- Successfully transitioned to nonprofit operations while retaining ownership of the real estate.
- Secured more than \$200,000 in grants and donations since becoming a nonprofit.
- Regional audience serving New York, Vermont, Massachusetts, and beyond.
- Approximately 200-seat historic theater with an additional Cabaret Room event space.
- Established annual season of productions, youth theater programming, concerts, rentals, and community events.

Assets Included with Sale

Production Equipment

- Stage lighting system (30-50 incandescent & LED lighting fixtures + 2 light boards)
- 2 Spotlights

- Radiance brand hazer
- Disco Ball
- Heavy duty, industrial fog machine
- Audio system
- Wireless microphones
- New (digital) sound board
- Rechargeable batteries
- Projection equipment
- Piano, Piano Stand & Amp
- Orchestra equipment (music stands, rechargeable stand lights, conductor camera & monitor)

Scenic & Costume Inventory

- Curtains and masking
- Scenic inventory
- Platforms and flats
- Costume inventory
- Props inventory
- Furniture inventory

Operations

- Shop equipment and tools
- Box office equipment
- Office furniture
- Lobby furniture
- Concession equipment

Digital Assets

- Website and domain
- Social media accounts
- Customer email database
- Operating manuals and production archives

Additional Items

- Historic building dating to the 1700s
- Mainstage seating for approximately 200 patrons
- Flexible Cabaret Room performance/event space (0 to ~55 Seats)
- Flexible backstage and dressing room facilities
- Dedicated scene shop and storage areas
- Strong volunteer network

- Thousands of annual patrons
- Established educational programming
- Existing relationships with grantmakers, sponsors, and community organizations
- Turnkey operation requiring minimal startup investment for a new owner