

# State of Maryland

## 2006 Bond Bill Fact Sheet

<b>1. Senate</b>		<b>House</b>		<b>2. Name of Project</b>
<b>LR #</b>	<b>Bill #</b>	<b>LR #</b>	<b>Bill #</b>	
3639	SB1054	3550	HB1644	Creation of a State Debt – Baltimore County - Blind Industries and Services of Maryland, Inc.
<b>3. Senate Bill Sponsors</b>				<b>House Bill Sponsors</b>
Sen. Klausmeier				Del. Deboy and Malone
<b>4. Jurisdiction</b> (County or Baltimore City)				<b>5. Requested Amount</b>
Baltimore County				\$1,210,000
<b>6. Purpose of Bill</b>				
Authorizing the creation of a State Debt not to exceed \$1,210,000, the proceeds to be used as a grant to the Board of Trustees of Blind Industries and Services of Maryland, Inc. for the construction and capital equipping of the Baltimore headquarters of Blind Industries and Services of Maryland, Inc.				
<b>7. Matching Fund Requirements</b>				
This bill requires a matching fund that may consist of funds expended prior to the effective date of the Act. No part of the fund may consist of real property or in-kind contributions.				
<b>8. Special Provisions</b>				
None				

**9. Description and Purpose of Grantee Organization** (3000 characters maximum)

Established by the Maryland General Assembly in 1908, Blind Industries and Services of Maryland (BISM) has provides training and employment opportunities for blind and multi-handicapped citizens of the State so that they may enjoy the positive effects of independence and self-sufficiency.

With over four hundred Associates, a majority of whom are blind, BISM manufactures over 150 different products in four facilities located in Baltimore, Salisbury (2) and Cumberland. Our qualified Associates manufacture paper writing pads; they craft sewn products, including various clothing items, tote bags and medical soft goods; and produce a full line of janitorial and sanitation products. BISM is also a major supplier of cut garment parts through our state of the art computer aided design and manufacturing departments. These cut parts are then shipped to sewing plants across the United States for assembly. In addition, we perform subcontract assembly and packaging work for companies throughout the area.

BISM's innovative rehabilitation division offers programs that teach real-world survival skills, build self-confidence and prepare people who are blind or visually impaired for the everyday challenges of family, home, school, work and personal achievement. Our programs enable children, adults and seniors to regain their sense of independence and dignity. We have the only training programs in the state of Maryland that deal exclusively with the unique needs of people who are blind. BISM believes that the greatest problem faced by people who are blind is not their physical lack of eyesight, but the limiting beliefs society holds about their abilities. With quality training, self-confidence and opportunity...the sky's the limit for blind people!

BISM Vending Services (BVS) is another division of our organization that has over 1,500 vending machines on twelve routes throughout Maryland, the majority of our vending business derives from Maryland State agencies and properties, but we also have Federal accounts, county municipal buildings and a few private industry accounts. BVS provides competitive, full service vending to over 150 accounts and employs over twenty associates who are blind. Working side-by-side with a sighted associate, our route sales teams ensure that our customers' needs are met with the highest levels of quality, service, and maintenance.

Our Office Eagle Base Supply Centers serve our federal government customers, both military and civilian. BISM presently operates five Office Eagle Base Supply Centers on military installations throughout Maryland, Delaware the District of Columbia and Kentucky. Our sixth Office Eagle Store is located in the U.S. Department of the Interior headquarters. These stores provide their employees with a full range of quality office and cleaning supplies, while saving them time and money. Additionally, it provides an opportunity for blind citizens across the nation to be employed.

**10. Description and Purpose of Project** (3000 characters maximum)

Over the past 18 months BISM invested in its future by purchasing, renovating and expanding its new Baltimore location. We built a state of the art facility that encompasses our Rehabilitation Division, Operations, Vending Division and company headquarters. BISM is in the final stages of project completion. Our new larger facility allows us to expand our Rehabilitation Programs and our Operations thereby enabling us to create even more opportunities for blind Marylanders.

Our Rehabilitation Division has more than quadrupled in size. We are now able to house a Senior Training Center which is unlike any other program in the State. Senior citizens make up the most rapidly growing population of people going blind in our State and BISM put together a variety of programs to help these individuals remain independent, contributing members of society.

Baltimore Operations also expanded, thereby creating full time employment for an additional 25 plus blind citizens in our newly expanded cutting and sewing departments. By creating these employment opportunities, BISM helps our Associates to be self sufficient, tax paying citizens.

In order to fulfill BISM’s true potential in Baltimore, the State can play a major role in three endeavors in helping us to fulfill our Mission and Vision of providing opportunities for people who are blind in the State of Maryland.

The first is by helping us expand our Rehabilitation core classes to include a woodworking shop. Woodworking shop is a confidence and skill building course that allows our students to work with power and hand tools to design and build with their own hands a variety of wood projects. No other class in the State of Maryland offers people who are blind this experience. Learning to use power tools enables the students to understand there is no situation that, with proper training, they cannot master. The cost of starting our woodworking shop is \$105,000.

BISM’s second major expansion in Baltimore came in the manufacturing side of our organization. Here we have added computerized-assisted cutting machines. This operation consists of 12 spreading tables and two CAD/CAM cutting machines. In total, this new cutting operation employs 18 blind people. The cost of two cutting machines, spreading tables and machines is \$543,000.

In an effort to become an anchor in our new local community of Halethorpe and Lansdowne, BISM made the decision to have the front entrance of our building face Washington Boulevard. Having the entrance on Washington Boulevard makes us much more accessible to mass transit, the public and our customers. We have been able to have the MTA change the 31 bus route to turn into BISM’s front entrance and have a bus stop in front and behind our building. This service allows for us to attract even more students, seniors and staff since most of the people we serve travel via public transportation. To date the cost of construction on our front entrance has been \$562,000.

*Round all amounts to the nearest \$1,000. The totals in Items 11 (Estimated Capital Costs) and 12 (Proposed Funding Sources) must match. The proposed funding sources must not include the value of real property unless an equivalent value is shown under Estimated Capital Costs.*

**11. Estimated Capital Costs**

<b>Acquisition</b>	
<b>Design</b>	\$32,000
<b>Construction</b>	\$562,000
<b>Equipment</b>	\$616,000
<b>Total</b>	\$1,210,000

**12. Proposed Funding Sources – (List all funding sources and amounts.)**



<b>24. Impact of Project on Staffing and Operating Cost at Project Site</b>			
<b>Current # of Employees</b>	<b>Projected # of Employees</b>	<b>Current Operating Budget</b>	<b>Projected Operating Budget</b>
113	182	\$11 million	\$34 million
<b>25. Ownership of Property</b> (Info Requested by Treasurer's Office for bond issuance purposes)			
<b>A. Will the grantee <u>own</u> or <u>lease</u> (pick one) the property to be improved?</b>			Own
<b>B. If owned, does the grantee plan to sell within 15 years?</b>			No
<b>C. Does the grantee intend to lease any portion of the property to others?</b>			No
<b>D. If property is owned by grantee and any space is to be leased, provide the following:</b>			
<b>Lessee</b>	<b>Terms of Lease</b>	<b>Cost Covered by Lease</b>	<b>Square Footage Leased</b>
N/A			
<b>E. If property is leased by grantee – Provide the following:</b>			
<b>Name of Leaser</b>	<b>Length of Lease</b>	<b>Options to Renew</b>	
N/A			
<b>26. Building Square Footage:</b>			
<b>Current Space GSF</b>	156,000		
<b>Space to Be Renovated GSF</b>	156,000 plus grounds		
<b>New GSF</b>	156,000 plus grounds		
<b>27. Year of Construction of Any Structures Proposed for Renovation, Restoration or Conversion</b>		prior to 1953	
<b>28. Comments:</b> (3000 characters maximum)			