

State of Maryland

2006 Bond Bill Fact Sheet

1. Senate		House		2. Name of Project
LR #	Bill #	LR #	Bill #	
2914	SB607	2018	HB329	Creation of a State Debt – Talbot County -For All Seasons Mid-Shore Center for Human Services
3. Senate Bill Sponsors				House Bill Sponsors
Sen. Colburn				Del. Haddaway, et. al.
4. Jurisdiction (County or Baltimore City)				5. Requested Amount
Talbot County				\$1,000,000.00
6. Purpose of Bill				
Authorizing the creation of a State Debt to serve as a grant to the Board of Directors of For All Seasons, Inc. for the acquisition, planning, design, construction, renovation, reconstruction, and capital equipping of the Talbot Business Center to be converted into the For All Seasons Mid Shore Center for Human Services located in Easton.				
7. Matching Fund Requirements				
The grantee shall provide and expend a matching fund. No part of the fund may consist of real property or in kind contributions. The fund may consist of funds expended prior to the effective date of the Act.				
8. Special Provisions				
None.				
9. Description and Purpose of Grantee Organization (3000 characters maximum)				
<p>For All Seasons, Inc. (FAS), a 501 (c) 3 corporation, is a State licensed out patient mental health clinic and community crisis center providing services in Queen Anne's, Kent, Caroline, Talbot and Dorchester Counties. Since 1986, FAS has served the Mid-Shore as the rape crisis/sexual assault center, offering a 24-hour Hotline and advocate response to the three hospitals. Beginning its 20th Anniversary Year, FAS is the only non-profit mental health agency on the Mid-Shore offering a comprehensive array of mental health services to consumers of the public mental health system including gray zone, private insured and the uninsured through a sliding fee scale. In addition, FAS partners with other agencies, organizations and institutions, offering on and off-site community based mental health programs and services. The Talbot County office provides direct services, as well as, supports and administers FAS's regional programs and services. FAS recognizes the importance of continuing its work and that of other like agencies in a cost effective manner and in a location that strategically meets the needs of consumers. Because of the lack of a public transportation system, one strategic component is that FAS and other like entities remain centrally located. With the proceeds from the Legislative Initiative and matching funds, FAS proposes to acquire the building in which FAS currently leases office space, recognizing that to do so is more cost effective than purchasing land and constructing a new building and stabilizes future operating costs by eliminating escalating rental expenses.</p>				

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

For All Seasons, Inc. (FAS) is seeking a Legislative Initiative to assist in purchasing the building currently rented by the agency. The agency occupies 4,700 sq. ft. and leases the entire 15,624 sq. ft. building with a first right of refusal to purchase. The two story building which presently has commercial tenants, includes an elevator, three conference rooms, 16 individual offices, 5 suites of offices and substantial parking. FAS intends to convert the building to a human services center that would offer below market rental rates and would include not only FAS services but those of other agencies and organizations that provide similar and complimentary services/support to consumers of the public and private mental health system, the uninsured as well as those who might also benefit from accessible community based services. In recent years, the five counties of the Mid-Shore (Queen Anne's, Kent, Caroline, Talbot and Dorchester) have experienced a significant decrease in community mental health services. The one remaining mental health clinic is in Caroline County. Kent County has incorporated mental health services into its substance abuse program. FAS remains the only non-profit licensed mental health provider on the Mid-Shore that serves both consumers of the public mental health system (Medicaid, Medicare & Gray Zone), those with private insurance, offers a sliding fee scale and, services at no cost to individuals who meet certain criteria. In addition to its own services through its offices in Talbot, Queen Anne's, Kent, Caroline and Dorchester Counties, FAS has established strategic partnerships with other agencies and organizations. Through these strategic partnerships, FAS recognizes creating a facility to house other human services entities along with its own will bring economies of scale to the delivery of programs and services. By bringing services/programs under "one roof", a synergistic environment is created and the opportunity to develop new programs is enhanced, consumers will be provided with easy access to a wider array of readily available human services through a single entry point in a cost effective manner and the reliance on state and county services will be correspondingly reduced. The loss of mental health providers, the economic climate with regard to commercial real estate on the Mid-Shore and the absence of a public mass transportation system combine to establish the immediacy of securing a facility for human services that is strategically positioned to serve consumers. FAS employs 45 full & part time employees and provides over 20 different programs and services to Mid-Shore residents. In its outpatient mental health program alone, FAS conducts over 18,000 sessions and serves over 4,000 individuals annually.

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

Acquisition	\$1,973,723.00
Design	
Construction	\$26,277.00
Equipment	
Total	\$2,000,000.00

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

Source	Amount
2006 State of Maryland Bond Bill	\$1,000,000.00
Individual Contributors and Foundations	\$400,000.00
Mortgage (pledge by Easton Bank & Trust)	\$600,000.00

Total		\$2,000,000.00	
13. Project Schedule			
Begin Design	Complete Design	Begin Construction	Complete Construction
July 17, 2006	August 18, 2006	September 18, 2006	October 27, 2006
14. Total Private Funds and Pledges Raised as of January 2006	15. Current Number of People Served Annually at Project Site	16. Number of People to be Served Annually After the Project is Complete	
\$334,000.00	4,235 patients & family members	To Be Determined by services of new human service providers	
17. Other State Capital Grants to Recipients in Past 15 Years			
Legislative Session	Amount	Purpose	
None			
18. Legal Name and Address of Grantee		Project Address (If Different)	
For All Seasons, Inc.		N/A	
19. Contact Name and Title		Contact Phone	Email Address
Richard A. Goldstein, Executive Director		410-822-1018	dgoldstein@forallseasonsinc.org
20. Legislative District in Which Project is Located			37B
21. Legal Status of Grantee (Please Check one)			
Local Govt.	For Profit	Non Profit	Federal
<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
22. Grantee Legal Representative		23. If Match Includes Real Property:	
Name:	Karen Kaludis	Has An Appraisal Been Done?	Yes/No
Phone:	410-822-1988		Yes
Address:		If Yes, List Appraisal Dates and Value	
16 South Washington Street Easton, MD 21601		September, 2002 current appraisal to be done.	\$1,560,000.00
24. Impact of Project on Staffing and Operating Cost at Project Site			
Current # of Employees	Projected # of Employees	Current Operating Budget	Projected Operating Budget
45	85	\$242,742.00	\$151,914.009
25. Ownership of Property (Info Requested by Treasurer's Office for bond issuance purposes)			

A. Will the grantee <u>own</u> or <u>lease</u> (pick one) the property to be improved?		Own	
B. If owned, does the grantee plan to sell within 15 years?		No	
C. Does the grantee intend to lease any portion of the property to others?		Yes	
D. If property is owned by grantee and any space is to be leased, provide the following:			
Lessee	Terms of Lease	Cost Covered by Lease	Square Footage Leased
Talbot/Caroline Family Law Coordinators	June, 2006	\$16,200.00	800
Sandra Levitan, Attorney	July, 2006	\$17,040.00	360
Alexandra Hanks, MS, RN, Cs-P	Dec.,2006	\$12,000.00	360
Mid-Shore Council on Family Violence*	July, 2007	\$7,200.00	200
Grant Insurance	Dec., 2006	\$9,000.00	120
J.K. Harris Co. (credit counseling)	Dec., 2006	\$9,600.00	120
Walsh Investments	Dec., 2006	\$9,000.00	120
Easton Wholesale	June, 2006	\$7,440.00	120
Schlachman, Belsky & Weiner (Attorney)	Dec., 2006	\$7,980.00	120
American Fire	Dec., 2006	\$6,780.00	120
KANEW (realtor/developer)	Dec., 2006	\$12,000.00	400
J. Ranch	Dec., 2006	\$9,780.00	120
Beltway Title Company	Dec., 2006	\$11,160.00	200
SAVI Technology	Dec., 2006	\$11,520.00	120
Corporate Identity Tenants	Dec., 2006	\$7,980.00	N/A
For All Seasons, Inc.	June, 2008	\$144,924.00	15,624
E. If property is leased by grantee – Provide the following:			
Name of Leaser	Length of Lease	Options to Renew	
26. Building Square Footage:			
Current Space GSF	15,624		
Space to Be Renovated GSF	Existing Restrooms and entrance ways		
New GSF	15,624		
27. Year of Construction of Any Structures Proposed for Renovation, Restoration or Conversion		1990	
28. Comments: (3000 characters maximum)			

The pressure on private non profit as well as for profit human services agencies to continue to direct the majority of their resources to direct services while maintaining overhead expenses to moderate levels is being negatively impacted by a number of variables, the primary one being escalating rental rates. As agencies are forced to direct more dollars to overhead, consumers suffer from reduced and/or discontinued services. For this reason, FAS believes it is in the best interest of consumers of mental health and other human services to have the security of a centrally located human services center that is able to offer office space at stable, below market rates. In order to offer stable, below market rates and long term leases, purchasing the proposed building with a low debt structure is required. To seek traditional financing with a substantial mortgage of 80% of the building's value would defeat the entire objective of attracting service providers, providing them with a "home" for the long term and, enhancing their ability to continue to direct the majority of their resources to consumers through below market rental rates. Such a permanent facility would also provide Mid-Shore consumers with continuity of care for the foreseeable future.

The concept of the proposed center would incorporate a continuum of providers to include in addition to outpatient mental health, services such as psychiatric rehabilitation, supervised visitation of minor children with non-custodial parents, co-parenting seminars, a domestic violence services provider, a child/adolescent educational consultant, a family law attorney and other supportive type service or program providers. To transition existing commercial tenants and replace them would take one to two years. In some cases, existing tenants who offer complimentary services might be offered reduced rents in return for providing pro bono or reduced rates for public mental health consumers and others with demonstrated needs. FAS would utilize the rental income to maintain the building, pay the real estate taxes, and maintain an endowment for long term maintenance and improvements.

FAS presently provides regional services through partnerships with the Departments of Juvenile Services and Social Services; Mid-Shore Council on Family Violence, Channel Marker, Crossroads Community, the Circuit Court Family Law Coordinators in Queen Anne's, Talbot, Caroline and Kent Counties; the Human Services Council of Caroline County (LMB); The Local Management Board for Children's and Family Services of Kent County; Mid-Shore Mental Health Systems (CSA); and Shore Health Systems.

Notes re: Section 25 D. Leases with * are in discussion stage. Since July 1, 2005, FAS has leased the entire building and pays the owner an annual rental of \$144,924.00. As the primary tenant, FAS receives rental income from the other tenants the majority of which are commercial entities.