

# TURN Community Services

## State of Utah Request

TURN is requesting one-time funding of \$500,000 from the State of Utah to purchase the property that serves as TURN's home base for its statewide clinical and treatment programs. This state funding will comprise 20% of the 2.5 million needed to purchase the space. The other 80% is being raised through private donations. Ownership allows significant resources to be added to TURN's disability services, enhancing and expanding its programs throughout the state.



**VISION**  
TURN Community Services  
will be the premier provider of  
quality services for people  
with disabilities.

**MISSION**  
TURN dreams into reality.

**VALUES**  
We are dedicated to:  
 > Choice  
 > Quality  
 > Respect  
 for people with disabilities and  
 those who support them.

**BUILDING:** Like the hub of a wheel, TURN's central office provides support for all operations and services throughout the state, and with its proximity to downtown Salt Lake provides important access to donors, supporters, public advocates, the legislative body, and other community partners. Ownership plans include establishing a Distance Learning and communications system, fully linking TURN's home office with satellite programs and offices in the state, to facilitate employee and consumer training, video conferencing, and keeping individuals connected with family. TURN occupies, and will purchase, 12,000 square feet of a 28,500 square foot building owned by Artspace.

**OWNERSHIP:** Ownership of its headquarters will provide TURN with fiscal stability and long-term viability. As a renter for over 40 years, TURN's offices have moved from 8 separate locations, incurring substantial moving costs, and disrupting services and operations each time. Rent-related savings of over \$1.6 million over ten years will be directed to expanding and enhancing TURN's Day Programs and other services.

**GOAL:** A 2 year campaign to raise \$2.5 million to purchase TURN's home base and headquarters, as well as fund key capital projects throughout the state that will further expand services to those in need.

Purchase price of space	\$1,721,250
Payoff of original lease build out	\$82,862
Learning Center modifications in seven sights throughout Utah	\$375,000
Capital Campaign cost	\$125,000
HVAC updates	\$17,250
Flooring updates	\$23,500
Distance Learning equipment	\$125,000
Contingencies & fees	\$30,138
<b>Total</b>	<b>\$2,500,000</b>



## FISCAL IMPACT & OUCOME MEASURES:

- **Return On Investment:** Rather than lease the building for ten years, spending \$1.6 million in rent, we can buy it in December of 2015 for \$1.721 million and save \$150,000 each year, making an 8.44% annual return. This savings can be used to expand programs and services, enabling TURN to help more people and stabilize our workforce. We estimate that we will be able to serve 30 additional people per year or 300 people over 10 years.
- **Property Value:** The property is in the "Granary District" of Salt Lake City, an emerging center of new development with a new Trax line and station going in a block away. The price of the property at Artspace is favorable and the value is estimated to increase with the further development of the neighborhood.
- **Efficiencies and Savings:** The new Distance Learning and Communications System will increase efficiencies and savings, as TURN is able to train staff more consistently and effectively, hold conferences and meetings throughout the state without the expenses of travel, and provide training and outreach to more of our clients. We anticipate saving up to \$25,000 per year by eliminating travel expenses alone. We also anticipate improved services throughout the state with better access to streamlined training and communication.

## TURN: People and Places That Matter

