

## A Sample Project

“ABC Company,” a local scrapbooking company, has requested a proposal to complete an order where 5,000 clamshell packages must be assembled. Each package has 10 items that must be finished, collated, packaged, and sealed.

### We determine the tasks we can complete for ABC Company—

- Review quality specifications established by ABC Company
- Pick up product from the ABC manufacturing site and transport to Columbus production site
- Complete finishing work on items
- Assemble and package products according to specifications
- Inspect work to ensure quality deliverables

### We propose a cost—

Rates include all direct costs associated with wages, training, workers’ compensation insurance, taxes, and supervision provided by Columbus staff.

Product task/description	Cost per unit	Total no. of units	Total cost
Package and seal individual units	\$ .06	50,000	\$3,000
Collate 5 scrapbook pages	\$ .035	25,000	\$ 875
Shrink-wrap collated pages	\$ .06	5,000	\$ 300
Collate 10 items:	\$ .06	50,000	\$3,000
<ul style="list-style-type: none"> <li>• Stickers (2)</li> <li>• Paper (1)</li> <li>• Twine/ribbon (3)</li> <li>• Studs (2)</li> <li>• Decorative rubz (2)</li> </ul>			
Place collated items in clam shell	\$ .015	5,000	\$ 75
Seal clam shell packages	\$ .01	5,000	\$ 50
<b>TOTAL COST TO ABC COMPANY</b>			<b>\$7,300</b>



### We deliver—

Columbus delivers a finished product back to ABC warehouse to meet its shipping deadline.

## COLUMBUS SUCCESS STORY

### Columbus Community Center and Parker Hannifin — Partners for 35 Years

In 1973, Columbus Community Center began efforts to find training and work opportunities for the people with disabilities who were attending the center.

One of the Columbus staff sent out 540 letters to businesses in the community requesting work opportunities. Jess Boyce and Dale Burnett at Parker responded. Jess had worked with nonprofits like Columbus in California, so he was familiar with the value of such a business partnership.

Nearly 35 years later, Columbus participants are still providing a much-needed business service for Parker (which is now Hannifin Seal Group’s Engineered Polymer Systems [EPS] Division). A work crew of 12-16 people from Columbus work on-site at Parker assembling a variety of sizes of o-rings into seals that are manufactured on site.



Joe Ham, Columbus production supervisor, works with Robert Cunningham as he assembles o-rings.

*“I’ve been working with the Columbus team for 20 years. When we have an expedited order, we know they will get the assembly work done on time. That kind of quality assurance is important to us and our customers. Plus, after all these years, everyone on the Columbus team is just part of the Parker family.”*  
BILL TATE, CELL COORDINATOR  
PARKER EPS DIVISION



Since 1968  
**Columbus Community Center**  
Community Foundation for the Disabled

*Serving People with Disabilities*  
Since 1968

To Learn More  
About Our Services

#### Columbus Production Services

Jerry Farley  
(801) 974-8393  
jerry.farley@slc.k12.ut.us

#### Columbus Community Employment

Arden Lubeck  
(801) 262-1552, ext. 127  
arden.lubeck@slc.k12.ut.us

#### Columbus Secure Shredding

Bradley Collings  
801-262-1552, ext. 159  
bradley.collings@slc.k12.ut.us

or visit our website at  
[www.columbuscommunitycenter.org](http://www.columbuscommunitycenter.org)

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## BUSINESS SERVICES

*A Better  
Bottom Line.*



*A Stronger  
Community.*



Columbus  
Production  
Services



Columbus  
Community  
Employment



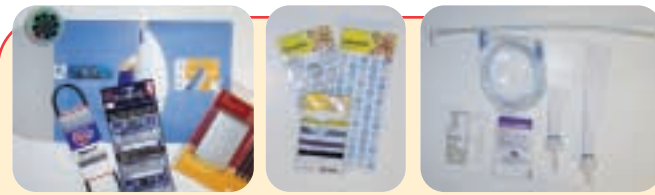
Columbus  
Secure  
Shredding

## A “Win-Win” Business Model

Our commitment to you is to help you improve your company’s bottom line. But there is one catch—you might just be helping to strengthen your community at the very same time.

When Columbus becomes your business partner, we can also provide an opportunity for people with disabilities who face incredible obstacles in finding meaningful employment.

We can do this because we follow a proven business model that works. Based on the “social enterprise model,” we work with you to balance solid business goals with our mission to support the independence of people with severe disabilities.

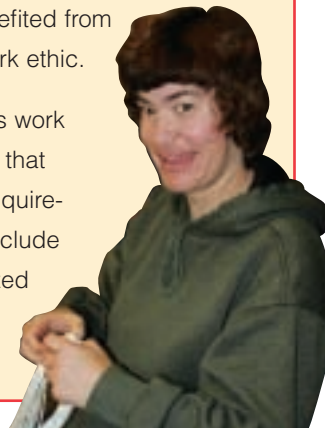


*These sample products were tailored to customer specifications. From simple to complex projects, we can customize our services to fit your business requirements.*

### Serving the Community, Serving Our Business Partners

Wendy Sugden has been employed through Columbus for almost two decades. She has an incredible array of skills, and she has worked on projects ranging from industrial sewing to re-packaging laundry products. Many local businesses have benefited from Wendy’s exemplary skills and work ethic.

Columbus production supervisors work with Wendy and others to ensure that projects are meeting customer requirements. These kinds of projects include labeling and relabeling, customized packaging and re-packaging, and product assembly.



## Our Process for Designing Customized Business Solutions

Our staff works with many local businesses to identify, design, and implement “win-win” opportunities where companies can improve their bottom line. We work with you to identify your business needs, then we customize our services to ensure that we are meeting your company’s production and quality assurance goals. We have a step-by-step process that allows us to identify “win-win” business opportunities.

- 1 First, our business operations team will meet with you and your staff to thoroughly explain the business services and products we offer.** We like to invite you and your key staff to tour our facility and observe first hand what we do. We can guarantee you that you will be impressed by our production processes, and you will be touched by the success stories of the people who work here.

- 2 Second, we like to visit your facility and observe first-hand your business processes.** This allows us to identify work opportunities that could lead to a successful partnership. We can often identify points in your process where we can provide expertise and often save you money.
- 3 Third, we will bid a competitive price for the work.** Our business goal is to help you improve your bottom line, and we work with you to ensure that we understand your business costs and fiscal goals.
- 4 Finally, we will follow through with quality assurance measures and top-notch customer service.** The people we serve thrive and grow when your business processes result in a successful bottom line. We are your trusted business partner on the smallest and largest projects.

## Business Services

Columbus operates three business units that provide the following products and services:

**CPS** Columbus Production Services offers services that can be customized to meet your needs. We specialize in assembly, customized packaging, labeling and re-labeling, shrink wrapping, display buildouts, and industrial sewing.

### Benefits of using CPS services:

- Projects are customized to fit your company’s needs and production deadlines—projects can be one day, a few months, or long-term.
- Columbus production supervisors are your single point of contact and ensure that we meet your production and quality assurance goals.



**CCE** Columbus Community Employment can train and place individuals or supervised work teams at your place of business.

### Benefits of using CCE services:

- Your company has access to trained individuals and/or teams that specialize in assembly, production, grounds maintenance, custodial work, food service, laundry, and warehouse operations.
- We can place individuals for permanent employment, or we can meet your needs for temporary and seasonal work teams.



**CSS** Columbus Secure Shredding offers secure document destruction services that ensure your confidential material is destroyed according to the strictest Federal regulations and industry requirements.

### Benefits of using CSS services:

- Confidential materials are destroyed in compliance with Federal regulations and industry requirements, and we document your compliance with Federal, state, and local regulations.
- Service is customized to fit your company’s needs, including local, regional, and national coverage.

