

City and Borough of Sitka

ANNUAL GRANTS FROM GENERAL FUND

SUMMARY SHEET

Name of Organization: Southeast Alaska Independent Living

Alaska State Business License Number (if applicable): 182852

Name of Contact Person: Joel Hanson

Phone: [REDACTED] Email: [REDACTED]

Mailing address: [REDACTED]

Grant Category (check either annual or special emergency grant, and check type of services for annual grant):

- Annual Grant:
 - Human Services or
 - Cultural and Educational Services or
 - Community Development
- Special Emergency Grant

Dollars Requested: \$24,000

Match Dollars Committed: \$418,767

Percentage: 95.6% Committed and 5.4% Requested

Sources of Matched Dollars: _____

Department of Health and Social Services: DDRC, ADRC, CIMG, OBA and IL Grants. Health and Human Services-ACL Grant. White Elephant, Sitka Charitable Trust, Donations, Fundraising, Fees for service

Brief Description of the Purpose of the Grant: SAIL requests funding to provide essential, often urgent services for seniors and/or people who experience disabilities. Additionally, SAIL will engage the community through accessibility assessments and education to increase inclusion in our community!

I, Joel Hanson, do hereby certify that all information provided for this grant application is accurate and complete to the best of my knowledge.

Name: Joel Hanson *Joel Hanson*

Title: Sitka Program Director Date: 8/16/2024

1. Project Description - Grant Category: Human Services

Southeast Alaska Independent Living (SAIL)'s mission is simple: to *Inspire Personal Independence*. The SAIL Sitka Program empowers seniors and people who experience disabilities by promoting options to live as active, productive, and involved citizens. SAIL does this by providing services and support necessary for independent living including home modifications, emergency financial assistance, loans of assistive devices and durable medical equipment, peer support groups, recreation and community inclusion activities, employment services and providing educational and outreach programs to the Sitka community.

SAIL does not duplicate services provided by other agencies, instead it collaborates with existing agencies and attempts to pick up what is 'falling through the cracks.' Our collaborative efforts with local organizations such as the Alaska Division of Vocational Rehabilitation; Center for Community; Brave Heart Volunteers; Sitka Tribe of Alaska; Baranof Island Housing Authority; Alaska Housing Finance Corporation; SEARHC; Youth Advocates of Sitka; Sitkans Against Family Violence; Sitka School District; Sitka Counseling & Prevention; Sitka Public Library; Southeast Senior Services; Hames Center; CBS departments and many other agencies are a key to our success.

What will be done with the funds and who will do it: The nature of our work and mission requires SAIL services to be extremely personnel intensive—in Sitka, personnel costs account for 78% of the operating budget. Our services are delivered by a Program Director/Independent Living Advocate, an Independent Living Advocate and Recreation Coordinator, a Jesuit Volunteer/Americorps Member, an Employment Specialist/Independent Living Advocate, an Aging and Disability Resource Center Specialist and a part-time assistant. This proposal requests \$18,580 for personnel, \$1,070 for facility, \$650 for supplies and \$3,700 for operating costs necessary to deliver essential services. Although this request for \$24,000 represents only 5.4% of our annual budget, support by the City & Borough of Sitka is a vital piece in demonstrating community buy-in, which is essential to leveraging outside dollars to fund our core programs here in Sitka. Please see our detailed Sitka Program Budget on the page below.

Who will be served: SAIL Sitka serves seniors and people of all ages and all disabilities including: physical, cognitive, neurological, and mental health disabilities. Thanks to state, federal and widespread community support, SAIL Sitka provided Independent Living Services to a total of **160** active consumers in FY24. Furthermore, **69 new individuals** developed Independent Living Plans and **40** consumers met their goals for independent living and exited the program during FY24. **394** people inquired about our Assistive Technology and Durable Medical Equipment program that is available to the community through our loan closet. **35** individuals received essential goods and services through our Last Resort Fund. **34** local high school students with disabilities received in-depth Independent Living and Employment Skills training to help them transition into adulthood. **15** young adults participated in SAIL's Summer Work Program in partnership with the Division of Vocational Rehabilitation, Sitka Trail Works, Sitka Cycling Club, Alaska State Parks, US Forest Service, Big Brew Energy, Sitka Sound Science Center, Betty Eliason Child Care Facility, CBS Parks and Recreation, UAF Cooperative Extension. Theobroma Chocolates, Sitka Sound Cruise Terminal. Lakeside and Youth Advocates of Sitka. While these figures are actual numbers from FY24, we anticipate meeting or exceeding all of these numbers in FY25.

In all, these services dramatically impact the safety, independence, and quality of life of local residents in need. We collaborated with numerous local agencies to ensure success for these individuals as well as share education and awareness in the broader community to increase understanding of disabilities and foster acceptance of all people.

Disability Awareness and Americans with Disabilities Act (ADA) presentations will continue to be offered to community groups as requested. Last year SAIL provided presentations to many local businesses & community groups.

When will service be provided: Project services and expenses will be conducted throughout FY25.

CBS General Fund Grants previously received:

FY 2005 \$5,000; FY 2006 \$5,000; FY 2007 \$4,000; FY 2008 \$8,850; FY 2009 \$7,500; FY 2010 \$5,000; FY 2011 \$7,500; FY 2012 \$5,000; FY 2013 \$10,000; FY 2014 \$10,000; FY 2015 \$8,357; FY 2016 \$4,833; FY 2017 \$8,835; FY 2018 \$7,529; FY 2019 \$6,500; FY 2020 \$7,742; FY 2021 \$6,500; FY 2022 \$8,179; FY 2024 \$8,881

2. Expected Outcomes

Measurement of Success: The success and community benefit of this project will be measured by comparing stated objectives and outcomes (table below) against actual results. Obtaining these objectives or “outputs” is quantifiable, tangible and easily measured. Outcomes such as maintaining or increasing independence, improvement in attitudes and quality of life improvements, by nature are more difficult to measure. Therefore, pre- and post-service surveys and comparison of individual goals to post-service results will be used.

Tangible Community Benefits:

Objective	Outcome
Empower one hundred and fifty (150) Sitka residents by providing Independent Living services for individualized requests (e.g. assistance securing essential life services such as housing, employment, transportation, and benefits such as Social Security, Medicaid, Alaska Public Assistance, etc.)	Sitka residents with disabilities or seniors will increase or maintain independence; increase self-esteem; become active, productive and involved citizens. Bettering the entire community.
Thirty (30) Sitka local high school students will receive support to help them prepare for the transition to employment and adulthood.	Young adults who experience disabilities will be able to become more independent as they leave the supportive special education program and move into adulthood.
Ten (10) local businesses or groups will receive disability awareness/ADA training and/or education.	A greater understanding and inclusion of seniors and people with disabilities. Local businesses voluntarily become more accessible after learning the direct benefits of removing both architectural and attitudinal barriers.
Help one hundred (200) individuals acquire necessary Assistive Technology, home modifications, durable medical equipment or funding through the Loan Closet and Last Resort Fund.	Provide more accessibility, safer environments and reduce health disparities in the home, community and workplace. Allow individuals to remain in their home and community.

Evaluation/Benchmarks- SAIL maintains complete records for all services and programs both to ensure we meet the needs of our consumers and the community and to provide accurate and timely reports. We use a number of methodologies to evaluate programs and services, ascertain the project is going in the right direction, and adjust services accordingly, as noted below:

- Consumers identify specific individual goals during the original point of program entry and progress and goal attainment monitored;
- All individualized and community services are documented in MiCIL, a database designed specifically for Independent Living Centers such as SAIL;
- Quarterly and annual fiscal & narrative reporting comparing proposed to actual results;
- Quarterly consumer satisfaction surveys mailed to consumers and results are collated and disseminated by the State Independent Living Council;
- Website feedback links. Annual fiscal audits by certified CPA’s. Regular audits and site reviews by Alaska Department of Health and Social Services, the federal Administration on Community Living, and the Alaska Veterans Administration.

3. Statement of Need

Funding Category: This proposal aligns with the **Human Services** Category.

Documented Need:

According to the US Center for Disease Control “up to 1 in 4 adults in the United States have some type of disability”. Using these figures, more than 2000 residents of Sitka experience a disability. We also offer our services, as the region’s Aging and Disability Resource Center, to everyone over 60. The 2021 census data shows that 24% of Sitka’s population is over the age of 60 (approximately 2017 seniors).

Healthy People 2020, a joint project of the US Department of Health and Human Services, Centers for Disease Control and Prevention, and the US Department of Education-National Institute on Disability and Rehabilitation Research, reported, “People with disabilities play an important and valued role in every community. All people, including people with disabilities, must have the opportunity to take part in important daily activities that add to a person’s growth, development, fulfillment, and community contribution. The Disability and Health objectives highlight areas for improvement and opportunities for people with disabilities:

- 1- Reduce the proportion of people with disabilities who report barriers to obtaining the assistive devices, service animals, technology services, and accessible technologies that they need.
- 2- Reduce the proportion of people with disabilities who encounter barriers to participating in home, school, work, or community activities.

Without these opportunities, people with disabilities will continue to experience disparities, compared to the general population. The Sitka SAIL Program directly addresses these disparities.

The need for Disability Awareness Education is expressed well by Judy Heumann, former Assistant Secretary at the Office of Special Education and Research Services at the United States Department of Education, when she said: “When I speak out about the oppression of people with disabilities, some professionals will ask, 'Is she bitter about being handicapped?' The answer is yes, I am bitter about being handicapped, but not about having a disability for **it is not my disability that handicaps me. It is society that handicaps me**, and my brothers and sisters, handicaps us by building inaccessible schools, theaters, buses, houses, and the list goes on. All this helps keep us in our place.”

As individuals age (and we know Sitka is one of the fastest aging communities in the state, per capita) they more often than not have a need for adaptive equipment, including Durable Medical Equipment, to live more independently and safely in their homes. SAIL’s Loan Closet and HomeMAP assessments are available to assist with needed accommodations so seniors can live safely and independently and ‘age in place’ in their home and community of choice.

This proposal directly addresses the documented need for assistive technology, accessibility modifications, and social participation for seniors and people with disabilities and the need for education and public awareness about the subject of ‘disability.’

Funding Leverage: This proposal will most definitely help SAIL Sitka leverage additional program support. Most grant applications SAIL puts forward look for demonstration of community support. Funding provided by the City & Borough of Sitka is a proven commitment to our services and to the city’s support of and belief in, the necessity of our programs.

The support of the City and Borough of Sitka is also a key factor in our ability to leverage funding. One of SAIL’s greatest strengths is our ability to collaborate and leverage funding and in-kind resources from other entities and sources to benefit clients/consumers. Last fiscal year the Sitka SAIL Program helped local seniors and people with disabilities by leveraging resources from an impressive variety of sources, including: Alaska Department of Vocational Rehabilitation, Alaska Mental Health Trust Authority, Developmental Disabilities Mini Grants, Traumatic and Acquired Brain Injury (TABI) grant, Sitka Alaska Permanent Charitable Trust, Sitka Legacy Foundation, Nursing Facility Transition grants, White Elephant Grants, SEARHC’s Healing Hand Foundation, Alaska Center for the Blind and Visually Impaired and ATLA (Assistive Technology Library of Alaska).

4. Organizational Capacity (track record, community support, Board attendance)

Track Record – SAIL has enjoyed an impeccable record for grant management and service delivery since its inception in 1992. The State Independent Living Council conducts anonymous 3rd party quarterly consumer satisfaction surveys throughout the state and results show an overwhelming enthusiasm for the SAIL Sitka office. The agency and staff have received local, state, and national recognition for excellence. The Alaska Legislature has honored SAIL with a proclamation for providing “people with disabilities the chance to work for self-determination, equal opportunities and self-respect.” SAIL has demonstrated success for the last 32 years, managing literally dozens of grants every year—every one, without exception, completed successfully.

Community Support – One of the agency’s biggest strengths is our ability to collaborate with others by leading and participating in community coalitions. Currently SAIL has active partnerships with numerous agencies in Sitka including the Alaska Division of Vocational Rehabilitation; Center for Community; Sitka Tribe of Alaska; Southeast Alaska Regional Health Consortium; Sitka School District; Southeast Senior Services; Brave Heart Volunteers; Sitka Pioneer Home; Hames PE Center; Youth Advocates of Sitka; Sitka Trail Works; Alaska State Parks; Sustainable SE Partnerships; Veterans Administration, and others. In addition to agency support, SAIL is supported financially by local individual and business donors.

Here's one real life example of the services that SAIL provides in Sitka: Mark is a recent high school graduate who uses SAIL’s Employment program, which he has been a part of since 2020. Mark participated in SAIL’s Sitka High School PreEmployment Transitions classes for many semesters, in which he gained soft skills and got to visit multiple employers and their businesses in town. He also did work interest assessments and learned more about what kinds of jobs might suit his preferences and strengths. He also participated in the SAIL Summer Work Program in the summer of 2023 and was able to work 10 hours per week at a grocery store where he gained valuable work experience and learned about how a workplace operates, in addition to getting paid for his work for the first time in an official capacity. During the final semester of his final year of school, SAIL helped Mark signed up for DVR services and SAIL was able to facilitate him getting a paid Work Experience at a larger grocery store, where he works in the back of the house doing stocking, shelving, inventory, as well as learning how to operate machinery to move pallets of products around. He was able to continue his Work Experience for another span of time after graduating high school in May and has quickly become a valued member of the store’s team. Mark has expressed that he likes the work he does and that the tasks he works on really work with him as he likes for things to be neat and organized. Mark said “I’ve learned new stuff like working in the back and in the [walk-in] fridge and how to use a label maker. I like that the people here are nice and kind.” After working with SAIL, we helped Mark transition to competitive employment once his Work Experience wrapped up. Mark will continue to learn and grow as a member of the workforce.

Board of Directors – SAIL is pleased to have an active, engaged Board of Directors with higher than 80% attendance. As a member of the Foraker Group, SAIL has adopted their recommendation of 100% board giving, and a tracking system endorsed by them and the Rasmuson Foundation. One-hundred percent of the Board of Directors make significant annual financial contributions to SAIL. Currently, there are no Sitka Board members after Bob Purvis retired from the SAIL board winter 2022. We have recruited and placed a Sitkan on the board, but due to medical circumstances, she was unable to join. However, we are recruiting other board members who will be able to fill the Sitka seat.

SAIL Board Officers: Board Chair, Brandee Gerke – Juneau; Vice Chair, Jeff Irwin – Gustavus; Secretary, Suzanne Williams- Ketchikan; Treasurer, Mary Gregg- Ketchikan

Members: Joan Sizemore- Haines, Harriet Silva-Angoon, Jim Wright-Juneau, and John Zacharias-Ketchikan

SOUTHEAST ALASKA INDEPENDENT LIVING, INC.

STATEMENTS OF FINANCIAL POSITION

June 30, 2023 and 2022

	2023	2022
ASSETS		
CURRENT ASSETS		
Cash and cash equivalents	\$ 301,019	\$ 225,268
Accounts and grants receivable	667,429	525,926
Prepays and deposits	49,837	75,423
Total Current Assets	1,018,285	826,617
PROPERTY AND EQUIPMENT, net	1,405,223	741,489
LONG-TERM INVESTMENT	535,656	491,230
BENEFICIAL INTEREST	435,708	386,865
Total Assets	\$ 3,394,872	\$ 2,446,201
LIABILITIES AND NET ASSETS		
CURRENT LIABILITIES		
Accounts payable	\$ 298,827	\$ 156,667
Accrued payroll expenses	172,412	140,789
Refundable advances	20,735	15,483
Current portion, obligation under operating lease	60,137	-
Total Current Liabilities	552,111	312,939
LONG-TERM LIABILITIES		
Obligation under operating lease, net of current portion	314,849	-
Total Liabilities	866,960	312,939
NET ASSETS		
Without Donor Restrictions		
Undesignated	495,996	453,706
Invested in property and equipment, net of related obligation under operating lease	1,030,237	741,489
Placed in beneficial interest	435,708	386,865
Board-designated endowment	535,656	491,230
Total Net Assets Without Donor Restrictions	2,497,597	2,073,290
With Donor Restrictions	30,315	59,972
Total Net Assets	2,527,912	2,133,262
Total Liabilities and Net Assets	\$ 3,394,872	\$ 2,446,201

SOUTHEAST ALASKA INDEPENDENT LIVING, INC.
 Sitka City Grant Proposal - July 1, 2024 to June 30, 2025
Detailed Sitka Program Budget FY24

EXPENDITURES		This	Other	TOTAL
	FTE	Request	Funds	Budget FY 2025
A. 100 Personnel Services				
Sitka staff	3.10	\$14,380	\$226,748	\$241,128
Jesuit Volunteer	1.00		\$22,000	\$22,000
Fringe Benefits/Payroll taxes		\$4,200	\$78,439	\$82,639
<i>TOTAL Personnel Services</i>		\$18,580	\$327,187	\$345,767
B 200 Travel				
Staff travel		\$0	\$0	
Auto gas		\$0	\$1,000	\$1,000
<i>TOTAL Travel</i>		\$0	\$1,000	\$1,000
C. 300 Facility				
Office rental		\$750	\$11,250	\$12,000
Postage		\$20	\$480	\$500
Telephone		\$300	\$4,700	\$5,000
<i>TOTAL Facility</i>		\$1,070	\$16,430	\$17,500
D. 400 Supplies				
Office supplies		\$150	\$850	\$1,000
Program supplies		\$500	\$7,000	\$7,500
<i>TOTAL Supplies</i>		\$650	\$7,850	\$8,500
E. 500 Equipment				
Vehicle		\$0	\$1,000	\$1,000
<i>TOTAL Equipment</i>		\$0	\$1,000	\$1,000
F. 600 Other Operating Expense				
Accounting		\$0	\$0	\$0
Agency liability insurance		\$0	\$0	\$0
Advertising		\$0	\$0	\$0
Dues, fees, and licenses		\$0	\$0	\$0
Consumer Service Fund		\$0	\$0	\$0
Education & Training		\$0	\$0	\$0
Scholarships		\$0	\$0	\$0
Tech Support		\$0	\$0	\$0
Audit		\$0	\$0	\$0
Fundraising expense		\$0	\$2,000	\$2,000
Indirect Cost Rate		\$3,700	\$63,300	\$67,000
<i>TOTAL Other Expense</i>		\$3,700	\$65,300	\$69,000
TOTAL PROJECT COSTS		\$24,000	\$418,767	\$442,767
REVENUE		Project	Other	TOTAL
		Request	Funds	Project Budget
<i>Local, State, Federal grants</i>				
Sitka City grant		\$24,000		\$24,000
DHSS DDRC, ADRC, CIMG AND IL			\$199,267	\$199,267
HHS-ACL			\$65,000	\$65,000
PATHWAYS			\$10,000	\$10,000
DHSS OBA grant			\$25,000	\$25,000
<i>Fundraising and Support</i>				
White Elephant			\$2,000	\$2,000
Sitka Charitable Trust			\$6,500	\$6,500
Donations			\$7,000	\$7,000
Fundraising			\$4,000	\$4,000
Fees for service			\$100,000	\$100,000
TOTAL PROJECT REVENUE		\$24,000	\$418,767	\$442,767

SOUTHEAST ALASKA INDEPENDENT LIVING, INC.
List of FY24 Program Funding Sources

REVENUE	Project Request	Other Funds	TOTAL Project Budget
<i>Local, State, Federal grants</i>			
Sitka City grant	\$8,881		\$8,881
DHSS STAR, ADRC, CIMG AND IL		\$180,000	\$180,000
HHS-ACL		\$94,731	\$94,731
DHSS OBA grant		\$22,000	\$22,000
PATHWAYS		\$10,000	\$10,000
<i>Fundraising and Support</i>			
White Elephant		\$2,000	\$2,000
Sitka Charitable Trust		\$6,117	\$6,117
Donations		\$15,000	\$15,000
Fundraising		\$4,000	\$4,000
Fees for service		\$50,000	\$50,000
TOTAL PROJECT REVENUE	\$8,881	\$383,848	\$392,729

* Fee for service includes contract work from the State of Alaska Vocational Rehabilitation and the Alaska Veterans Administration .



Department of the Treasury
Internal Revenue Service

P.O. Box 2508, Room 4010
Cincinnati OH 45201

In reply refer to: [REDACTED]
Mar. 28, 2016 LTR 4168C 0
[REDACTED] 000000 00
[REDACTED]

BODC: TE

SOUTHEAST ALASKA INDEPENDENT LIVING
INC
SAIL



Employer ID Number: [REDACTED]
Form 990 required: Yes

Dear Taxpayer:

This is in response to your request dated Feb. 29, 2016, regarding your tax-exempt status.

We issued you a determination letter in February 1993, recognizing you as tax-exempt under Internal Revenue Code (IRC) Section 501(c)(3).

Our records also indicate you're not a private foundation as defined under IRC Section 509(a) because you're described in IRC Sections 509(a)(1) and 170(b)(1)(A)(vi).

Donors can deduct contributions they make to you as provided in IRC Section 170. You're also qualified to receive tax deductible bequests, legacies, devises, transfers, or gifts under IRC Sections 2055, 2106, and 2522.

In the heading of this letter, we indicated whether you must file an annual information return. If a return is required, you must file Form 990, 990-EZ, 990-N, or 990-PF by the 15th day of the fifth month after the end of your annual accounting period. IRC Section 6033(j) provides that, if you don't file a required annual information return or notice for three consecutive years, your exempt status will be automatically revoked on the filing due date of the third required return or notice.

For tax forms, instructions, and publications, visit www.irs.gov or call 1-800-TAX-FORM (1-800-829-3676).

If you have questions, call 1-877-829-5500 between 8 a.m. and 5 p.m., local time, Monday through Friday (Alaska and Hawaii follow Pacific Time).

Mar. 28, 2016 LTR 4168C 0
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SOUTHEAST ALASKA INDEPENDENT LIVING
INC
SAIL



Sincerely yours,

A handwritten signature in cursive script, appearing to read 'Jeffrey I. Cooper'.

Jeffrey I. Cooper
Director, EO Rulings & Agreement

Alaska Department of Commerce, Community, and Economic Development

Division of Corporations, Business, and Professional Licensing
PO Box 110806, Juneau, AK 99811-0806

This is to certify that

SAIL



owned by

SOUTHEAST ALASKA INDEPENDENT LIVING, INC.

is licensed by the department to conduct business for the period

December 19, 2023 to December 31, 2025
for the following line(s) of business:

62 - Health Care and Social Assistance



This license shall not be taken as permission to do business in the state without having complied with the other requirements of the laws of the State or of the United States.

This license must be posted in a conspicuous place at the business location.
It is not transferable or assignable.

Julie Sande
Commissioner

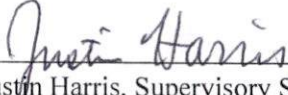
General Fund Grants for Non-Profit Organizations for Fiscal Year 2025

CBS Liabilities Form

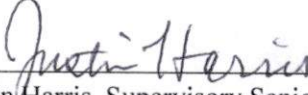
Complete and submit this form with your Non-Profit Grant Application.

Organization Name: Southeast Alaska Independent Living


- Property Tax


Justin Harris, Supervisory Senior Accountant
747-1853

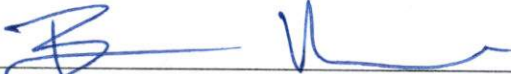
- Sales Tax


Justin Harris, Supervisory Senior Accountant
747-1853

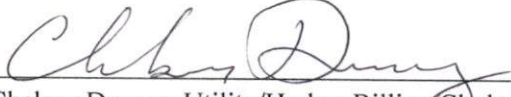
- Municipal Leases


Melody Andaluz, Procurement Specialist
747-1852

- Loan/Promissory Note


Brooke Volschenk, Controller
747-1801

- Utilities


Chelsey Dumag, Utility/Harbor Billing Clerk
747-1843

CBS Department signatures must be complete to verify your organization is current on all CBS liabilities.