



**SOUTHEAST ALASKA INDEPENDENT LIVING**

# *Celebrating Personal Independence 2008 Annual Report*

Innovation

*Teamwork*

*Integrity*

*Advocacy*

Skills Training

Purposefulness



*De-Institutionalization*

**Accessibility**

Information and Referral

*Peer Support*

# **Empowerment**



*SAIL is proud to be an Aging & Disability Resource Center and a partner agency of the United Way.*



## A Reason to Celebrate

**'Celebration'**—that's what this annual report is all about. Celebrating Personal Independence. Celebrating the individual and collective triumphs of SE Alaskans with disabilities and seniors working in partnership with SAIL. And celebrating SAIL's good fortune in having the opportunity to work and collaborate with truly amazing, caring and generous community partners from all walks of life—our consumers, families, volunteers, partner agencies, individual and business donors, schools, government, and private foundations. Speaking of celebration, SAIL celebrated our 16th anniversary in November 2008. Sixteen years of inspiring personal independence through a consumer directed model—an agency run by and for people with disabilities. Consistent with this model, a majority of the SAIL staff and Board of Directors experience disability first hand. The philosophy holds that no one is better suited to lead and understand disability than the very people who experience it. It is this model, in partnership with you that is the very foundation of SAIL and the success we celebrate today.



*On behalf of the SAIL board and staff, thank you.* Each of you. With your partnership, your trust, together we are creating results worth celebrating!

***SAIL's mission is to empower Southeast Alaskans by providing and promoting options to live as active, productive and involved citizens in their community of choice.***



### SAIL 2008 Board of Directors

*Pictured left to right: Elena Rath, Ketchikan; Mary Gregg, Ketchikan; Gale Vandor, Vice President, Juneau; Clark Gruening, Juneau; Susie Williams, Secretary, Ketchikan*

*Not pictured: Robert Purvis, President, Sitka; Paul Douglas, Treasurer, Juneau; Patrick Shallcross, Haines; Sam Wright, Hoonah; Gary Jackson, Kake; Joe Tompkins, Juneau.*

- ♿ *Public Participation is encouraged at the monthly board meetings!*
- ♿ *Our Board meets every 4th Tuesday at the SAIL Juneau office at 5:45pm.*
- ♿ *If you are interested in attending, but do not live in Juneau, you may contact us at 1-800-478-7245 to make arrangements to attend telephonically.*
- ♿ *For more information on SAIL, to volunteer or to apply for a position on our Board, please contact your local SAIL office at the numbers below:*

**JUNEAU** 907-586-4920 v/TTY; 1-800-478-7245; 3225 Hospital Dr, Ste 300, Juneau, AK 99801  
info@sailinc.org

**KETCHIKAN** 907-225-4735 v/TTY; 1-888-452-7245; 602 Dock St, Ste 107, Ketchikan, AK 99901  
ketchikan@sailinc.org

**SITKA** 907-747-6859 v/TTY; 1-888-500-7245; 514 Lake Street, Ste C, Sitka AK 99835  
sitka@sailinc.org

**HAINES** 907-766-3297 v/TTY; 23 Fort Seward Drive; PO Box 183, Haines, AK 99827  
sailhaines@aptalaska.net

**SAIL** provided *independent living services* to

**891** seniors and individuals with disabilities

in **17** Southeast Alaska communities.

SAIL responded to **98** requests for

*advocacy services,*

**983** *information and referral* requests

and

**303** requests for *assistive technology and adaptive devices*.

SAIL taught *disability awareness and etiquette*

to **1800** elementary and high school

students and many local businesses.

SAIL provided *sign language interpreters* on **270**

different occasions and offered **360** *recreation opportunities*.

**605** individuals received independent living *skills training*.

*Independent living is giving people the tools  
they need to help themselves.*

**This report is available in accessible formats upon request. Please contact any SAIL office to request an alternative format such as Braille or large print, or you can download it at:**

**[www.sailinc.org](http://www.sailinc.org)**

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*Collaboration*

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### **Assistive Technology (AT)**

SAIL believes that people with disabilities have the right to control and direct their own choices, and the right to access the information they need in order to make informed decisions according to their goals and interests. AT is the cornerstone of this right and often makes it possible for individuals to gain employment and live independently.



*Laura Reynolds in Sitka models the Jerry Kainulainen Memorial AT Corner accessible chair and desk with accessible features and assistive devices.*



*ATLA Representative Mystie Rail shows the latest Kurzweil-National Federation of the Blind (KNFB) Reader to consumer Willie Smith, who is blind, while his service dog, Sager, rests at his feet. The Reader is a cell phone with a camera that takes a picture of a document and then speaks the text so that a person who is blind can read anything, anywhere, anytime!*

***Thanks to visionary grants from the Rasmuson Foundation, Alaska Mental Health Trust, Alaska Department of Health and Social Services, and a collaborative partnership with GCI, SAIL unveiled two state of the art Assistive Technology Centers during FY08. The Jerry Kainulainen Memorial AT Corner in Sitka and the Alice Rocke Memorial Center in Ketchikan opened their doors to consumers, businesses and the community at large. Now all three of SAIL's main offices offer access to a wide variety of AT so that people and businesses can come see what technology exists, try it out, and determine if any of the tools would be beneficial. SAIL now has the largest and most comprehensive AT lending library in Southeast Alaska.***

AT also includes equipment such as wheelchairs, shower benches, ramps, walkers, canes, crutches, commodes, beds, and hand controls, etc. One of SAIL's most widely used services are our loan closets of this type of equipment. During FY08 SAIL loaned 303 items and the Consumer Service Fund provided funding for more than 50 assistive technology purchases, home modifications, and other services to promote independent living.



*Integrity*

*Skills Training*

*Empowerment*

*Peer Support*

*Team Work*

*Information and Referral*

## **Collaboration is not just a buzz word...**

One of SAIL's greatest strengths has always been uniting organizations and people for the purpose of achieving a common goal - personal independence and equality for all. FY08 was no different. SAIL partnered with more than three dozen agencies on numerous projects throughout Southeast Alaska.

### **SAIL partners with Alaska Center for the Blind & Visually Impaired**

Fortuna O'Dell, a woman from Juneau with macular degeneration, came to SAIL to get skills to adapt to low vision so she could stay independent and active in her home and community. After a referral and travel preparations, Fortuna was off to the Alaska Center for the Blind and Visually Impaired in Anchorage. She learned about the latest assistive technology devices and how to make them work for her. Fortuna received a Sherlock digital identifier, a device that



*Fortuna O'Dell learns new skills at Alaska Center for the Blind & Visually Impaired in Anchorage (photo provided by Kimala Rein (ACBVI)).*

allows a person to label items verbally. She learned about tactile marking in a kitchen, the grid method for cleaning, how to cook safely on a stove, slicing, chopping, and pouring techniques for low vision, alternative measuring techniques, and fire prevention and control. Fortuna also learned how to use a video eye (videoeye.com), a device that magnifies and sends images of your environment to a TV screen.

### **Alaska Speaks Up!**

SAIL partnered with numerous domestic violence shelters, legal advocates, and local law enforcement personnel throughout Southeast Alaska to teach a curriculum called Alaska Speaks Up! The comprehensive training is designed for vulnerable populations, which includes people with disabilities and seniors, on abuse issues and how to be safe in their communities. "It is really important to get people aware of the abuse issues that people with disabilities face so individuals can become more active in their communities to assist those in need," Jeff Irwin of SAIL said about the trainings. "There is a statistic in the training that states 9 out of 10 people with disabilities have at some point or currently are victims of abuse. That statistic is just too high," he stated. The purpose of the training is to increase awareness and education that will lead to safer and more just lives for all people with disabilities and other vulnerable adults such as seniors, and to empower those who are in abusive situations to make positive changes.

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### **Recreation to Employment**



*The RecWorks! group gets a lesson on how to make pizzas at Bullwinkle's in Juneau.*

RecWorks!, a grant-funded pilot project designed to demonstrate that participation in recreation can build pre-employment and ultimately long-term employability skills, got off the ground this year. The motto of the program is "From Enjoyment to Employment." The RecWorks! Philosophy is that positive recreational opportunities build confidence and myriad skills, thereby enhancing an individual's prospects for employment matches.

### **Pushing the limits!**

In 2008, the ORCA program assisted consumers in pushing their personal limits. Strengths were tested, fears were overcome, and victory was celebrated!

Highlights of the year included a first-ever glacier trek in Juneau, celebrating native culture in Sitka, and snorkeling in the underwater world in Ketchikan. Through these activities, ORCA consumers enhanced a sense of adventure, gained self confidence, and experienced a healthy lifestyle.

ORCA co-sponsored very successful disability mentoring days in Ketchikan and Juneau. Employment opportunities and career paths were examined and individuals explored their dream jobs. A successful placement in Ketchikan resulted in a job offer for at least one ORCA consumer. Overall, 2008 was a great year for ORCA. It was filled with fun, challenges and fantastic successes!



*Ketchikan ORCA hiking club on the Rainbird trail, building skills for a long trip this summer.*

### **New Accessible Taxi on the Road**

SAIL replaced Juneau's only accessible taxi which riders will find not only more convenient than the older one, but also more available. The new vehicle has a manual ramp which greatly reduces the amount of time that it takes to load and unload. It also reduces the amount of time that the taxi might be unavailable due to mechanical problems with the lift. In addition, SAIL continued to offer subsidized rides at 40 cents on the dollar, to people with disabilities or individuals 60 and older. This program is designed to supplement public transportation and Para-transit. It often provides the only option to those living outside the city bus area, or those who need rides when Capital Transit or Care-a-Van are not available. **The taxi program provided over 4800 rides to seniors and people with disabilities during FY08.**

## ***A snapshot of SAIL's financial information:***

	FY2008	FY2007
<b>ASSETS</b>		
Cash and cash equivalents	251,142	148,869
Investments	77,776	75,151
Accounts receivable	18,891	21,455
Grants receivable	85,538	108,006
Prepaid Expenses and Other	38,237	56,435
Equipment less depreciation	119,438	102,635
<b>TOTAL ASSETS</b>	<b>591,022</b>	<b>512,551</b>
<b>LIABILITIES &amp; FUND BALANCE</b>		
<b>Liabilities</b>		
Accounts payable and accrued expenses	52,815	65,479
Deferred Revenue	16,347	43,628
Accrued Leave	28,223	32,726
<b>Total Liabilities</b>	<b>97,385</b>	<b>141,833</b>
<b>NET ASSETS</b>		
Unrestricted	486,551	357,274
Temporarily Restricted	7,086	13,444
<b>Total Net Assets</b>	<b>493,637</b>	<b>370,718</b>
<b>TOTAL LIABILITIES &amp; NET ASSETS</b>	<b>591,022</b>	<b>512,551</b>

	FY2008	FY2007
<b>Revenue</b>		
Federal Grants	514,506	494,031
State Grants	358,925	447,939
City Grants	73,587	67,281
Foundation and Public support	50,065	28,720
Fees for Service	108,439	110,560
Individual Donations	21,443	35,942
Corporate Donations	6,127	18,967
Fundraising Events	80,460	48,760
Interest Income	4,971	7,184
<b>Total Revenue</b>	<b>1,218,523</b>	<b>1,259,384</b>
<b>Expenses</b>		
Independent Living Services	848,682	1,004,550
Management & general	204,409	156,018
Fundraising	49,599	39,830
<b>Total Expense</b>	<b>1,102,690</b>	<b>1,200,398</b>
<b>Net Surplus</b>	<b>115,833</b>	<b>58,986</b>

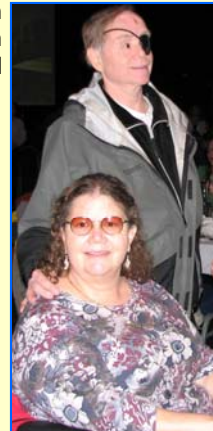
### Some Successes of Note

With ongoing support from the State Independent Living Council and United Way Southeast, we were able to sustain our rural outreach program this year, reaching consumers in most of Southeast's cities, towns and villages, from Yakutat to Metlakatla.

We increased our city grant revenues by nearly 10%, more than doubling our support in Sitka.

A technology grant from Rasmuson Foundation enabled us to purchase vital software to track donor and volunteer contributions, improve our server and office hardware in Juneau, and outfit AT demonstration rooms in both Ketchikan and Sitka.

Fundraising events paid off in a big way in FY08, with the reinvention of our annual auction as a mission-based event serving to educate donors to serve SAIL's cause.



*Longtime SAIL supporters, Lee and Christy Hagmeier, pictured above.*

### **SAIL BENEFITS FROM DVD SALES**

Local filmmaker Adam Kelly produced and marketed a DVD entitled, *Alaska, the Ultimate Experience*. Adam, who grew up in Juneau, filmed all of the footage during his summer job working on a small tour boat in Tracy Arm. Adam donated 10% of the profits to SAIL. Thank you Adam for your creativity and philanthropic vision.



First Bank honors SAIL with a generous Community Development Grant. SAIL Board members Paul Douglas and Gale Vandor, SAIL Executive Director Joan O'Keefe, and Development Assistant Danielle Lindoff accept the donation from First Bank Board of Directors. The grant money will be used to enhance SAIL's Independent Living Programs in Juneau, Ketchikan and Sitka.



# Thank You FY 08 Donors & Sponsors (July 1, 2007 to June 30, 2008)

## Universal Access Circle: \$3000 or more

Alaska Airlines  
Alaska Grafix  
Douglas Dornan Foundation  
Holland America Line  
KTOO  
Lee & Christy Hagmeier  
Polar Graphics  
Printing Trade Company  
Rasmuson Foundation  
SEARHC  
Sitka Charitable Trust  
Skaggs Foundation  
United Way Southeast

## Barrier Remover's Circle: \$1000-\$2999

Alaska Fly'n'Fish Charters  
Alaska USA FCU  
Bob Purvis  
Cornerstone Home Health  
Curves for Women  
DIPAC  
Gastineau Guiding Company  
Glacier Bay Sea Kayaks  
Gold Mine Gifts  
Juneau Empire  
Juneau Lions Club  
Ketchikan Daily News  
KINY/KSUP  
Sitka Tribe of Alaska  
Sitka White Elephant  
SE Alaska Discovery Center  
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## Invest in Ability Circle: \$500-\$999

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Tongass Conservation Society  
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## Collaborators' Circle: \$250-\$499

Acme Welding  
Alaska Pacific Bank  
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Curves of Ketchikan  
Davis Realty  
Dianne & David Irwin  
Eaglecrest Ski Area  
Elgee Rehfeld Mertz, CPAs  
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SE Alaska Care Coordination  
Suzanne Williams  
Teamsters Local 959  
The Alaskan Hotel & Bar  
The Hearing Center  
Two Palms Massage  
Venneberg Insurance  
White's Pharmacy

## Advocate's Circle: \$100-\$249

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Alaska Nature Tours  
Alaskan & Proud  
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AMISC-David Miller, MD  
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Annabelle's Keg & Chowder  
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Juneau Taxi & Tours  
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Lorraine Bayer & Susan Kuelbs  
Ludwig's Bistro  
Magdaline & RC Herbage  
Magechtein & Frank Coenraad  
Marla Johnson  
Mary & Doug Gregg  
Mary Kay Cosmetics  
Michael & Marna Cessnun  
Mike Fleischauer & Mary Diven  
Mike Satre  
Mt Fairweather Golf Course  
NAPA Auto Parts  
Nugget Alaskan Outfitter  
Orca Corn  
Ostrov Enterprises  
Pam Mueller-Guy  
Patricia Jorndt  
Pearl Swanson  
Perseverance Theatre  
Pioneer Cafe  
RE/MAX of Sitka  
Ricky Bass  
Robert Ellis  
Robert Weinstein  
Salmon Falls Resort  
Samson Tug & Barge  
Scott & Denice McPherson  
Sitka Vision Clinic  
Skinner Sales & Service  
Sonny Campbell's Fishing Charters  
SE Alaska Animal Medical Center  
Stacie Kraley  
The Great Alaskan Lumberjack Show  
The Island Pub  
The Shrine of St Therese Bd  
Thomas & Marylyn Conley  
Triangle Club  
Trucano Construction  
William & Carolyn Munro

## Empowerment Circle: \$50-\$99

ACS  
Adam & Michelle Zenger  
Alaska Fudge Company  
Alps Federal Credit Union  
Andrea & Bob Doll  
Anne Kinter  
Arne Pihl, DMD  
Art Matters  
Baranof Chiropractic  
Barb Bradford  
Barnaby's Old Town Curios  
Bear Body Works  
Becky Harris

Betsy Brenneman & Reed Stoops  
Bette Bernsteen  
Bill Rotecki  
Bonita Rohla & John Pivar  
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**A special THANKS to the hundreds of people who donated up to \$50.**

**For a complete list of our donors, please visit our website: [www.sailinc.org](http://www.sailinc.org)**