We are excited to share our 2010 Annual Report with you and we want to take this opportunity to thank you for your contribution to our success. Last year SAIL helped nearly 1200 elders and people with disabilities live more independently in Southeast Alaska. We could not have done it without you! We hope you enjoy this year’s report and feel good about the work that is being done to accomplish our mission: Inspiring Personal Independence!

Please take a moment to share in our successes by reading through this annual report. As you will see, we feel so fortunate to have had an incredible year and the opportunity to work and collaborate with truly amazing, caring and generous community partners like you from all walks of life—consumers, families, volunteers, partner agencies, individual and business donors, schools, government, and private foundations.

One of the many accomplishments this year was the production of a training video, featuring the Reverend Doctor Michael J. Oleksa, Communicating Across Cultures. This video was one component of Culturally Appropriate Recreation to Employment (CARE), a collaborative project with the Central Council of Tlingit & Haida Indian Tribes of Alaska made possible through a grant from the Department of Education, Rehabilitation Services Administration.

Thank you for your support!

Joan O’Keefe, Executive Director

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**Board of Directors**

- **Robert Purvis, President**
  Sitka
- **Gale Vandor, Vice President**
  Juneau
- **Suzanne Williams, Secretary**
  Ketchikan
- **Paul Douglas, Treasurer**
  Juneau
- **Elena Rath**
  Ketchikan
- **Jeff Irwin**
  Gustavus
- **Mary Gregg**
  Ketchikan
- **Samuel Wright**
  Hoonah
- **Joe Tompkins**
  Juneau

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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.
**SAIL At A Glance**

**Who We Are**  Southeast Alaska Independent Living (SAIL) is a consumer-run, consumer-controlled agency in the truest sense of the meaning: our philosophy is that people with disabilities are their own best advocates and serve as the best example to their peers as models of success. To that end, 51% of all staff, decision-makers and board of directors are individuals with disabilities. Our mission at SAIL is to inspire independence for everyone. We not only advocate for and encourage independence for people with disabilities we also do so for our senior citizens. We are fortunate to have a fantastic support network as we strive to reach our goal of independence for all!

**History**  Centers for Independent Living were first established across the country in the early 1970s, and were defined much as they are today as consumer-controlled, Community based, cross-disability, nonresidential, private, nonprofit agencies. SAIL was officially incorporated as a non-profit organization in 1992. SAIL was born with four staff members serving 30 consumers and a budget of $230K. Since then, the agency has grown to over 20 employees, serving over 900 consumers a year, with an annual budget of over 1.2million dollars.

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

**What we do:**  SAIL’s core services are Advocacy, Information and Referral, Independent Living Skills Training, Peer Support and De-Institutionalization. In addition to these services, SAIL offers programs that support independent living including benefits counseling, home modifications, assistive devices, emergency financial assistance, a loan library, peer support groups, recreation and community inclusion activities, and Deaf services including the sign language interpreter referral program.

This report is available in accessible formats such as large print and braille upon request from any SAIL office or it can be downloaded from our website: www.sailinc.org
SAIL provided INDEPENDENT LIVING SERVICES to 1175 elders and individuals with disabilities in 18 different Southeast Alaska communities. SAIL responded to 63 request for ADVOCACY services, 548 INFORMATION AND REFERAL request, 224 requests for ASSISTIVE TECHNOLOGY and 117 requests for PEER SUPPORT.

SAIL provided 109 SIGN LANGUAGE INTERPRETERS on request and offered 167 RECREATION OPPORTUNITIES. 409 individuals received SKILLS TRAINING and 79 people received assistance with keeping or finding HOUSING and HOUSING MODIFICATIONS. 264 elders and people with disabilities received services related to TRANSPORTATION and 151 people received VOCATIONAL services.
**Ethnicity:**

- Caucasian 61%
- Alaska Native or American Indian 34%
- Asian 2%
- African American 1%
- Native Hawaiian or Pacific Islander 1%
- Hispanic 1%

**Disabilities Served:**

- Physical 49%
- Developmental 16%
- Mental Health 12%
- Multiple 4%
- Other 19%

**Age:**

- Under 5 1%
- Ages 5-19 14%
- Age 20-24 5%
- Age 25-59 38%
- Age 60 & Older 42%

**Communities served:**


**With Offices in:** Juneau, Ketchikan, Sitka and Haines
A Huge **THANK YOU** to our Supporters and Donors
Because of you, we can **‘Inspire Personal Independence’**

**Universal Access Circle:**
$2500 or more
- Alaska Airlines
- Alaska Grafix
- Allen Marine Tours
- Seimeen Bone
- First Bank
- Doug and Mary Gregg
- Holland America Line
- Juneau Empire
- Juneau Information Service Technology
- Ketchikan Homebuilders Association (SSEABIA)
- North Pacific Erectors, Inc.
- Bridget Norton
- Fortuna O'Dell
- Robert Purvis

**Barrier Remover’s Circle:**
$1000-$2499
- Alaska Glacier Seafoods, Inc
- Alaska Marine Lines/
- Lynden Transport
- Alaska Travel Adventures
- Coastal Helicopters
- Curves for Women
- Paul Douglas
- RoseMarie Duran
- Eaglecrest Ski Area
- Faulkner Banfield, P.C.
- Kevin Gadsby
- GCI Cable Inc.
- Frances Grant
- Clark Gruening
- Ray Howard
- JRC - the Alaska Club
- Juneau Lions Club
- K3 Broadcasting
- KATH TV
- Henry Keene, Jr.
- Ketchikan Daily News

**Invest in Ability Circle:**
$500-$999
- KINY/KSUP
- Sally Lipson
- Elena Rath
- Shattuck & Grummett
- Southeast Alaska Discovery Center
- Tlingit & Haida Community Council
- Wells Fargo
- Suzanne Williams
- Wings Airways

**Collaborators’ Circle:**
$250-$499
- Geoff and Marcelle Larson
- Mt. Roberts Tramway
- New York Hotel
- NorthStar Trekking
- Bernard K Passman
- Sitka Sound Ocean Adventures
- Southeast Alaska Care Coordination
- St. John's Episcopal Church
- Temsco Helicopters
- Tongass Trading Co.
- Gale Vandor

- Adlersheim Wilderness Lodge
- Air Excursions
- Alaska Fly'n'Fish Charters
- Anchor Electric
- Arctic Circle Enterprises
- Cape Fox Tours/Native Faces
- Bret Connell and Jorden
- Nigro
- Cornerstone Home Health
- Philippe Damerval
- DIPAC
- Ellen Doig
- Fjord Flying Service
- Gastineau Guiding Co
- Glacier Bay Sea Kayaks
- Goldbelt Hotel
- Shari and Hugh Grant
- Gustavus Inn
- Angela Hull
- Lucy and Ray Ivie
- Juneau Arts and Humanities Council
- Juneau Steamboat Company
- KFMJ
- Kim Kiefer
- KTKN
- Alaska Seaplane Service
- Alaska USA Federal Credit Union-KTN
- Alaska's Capital Inn
- Diane Andresen
- Bernie's
- Bottled Water Express
- Doug Bridges
- Elliot Bruhl and Sara
- Hesse-Bruhl
- Sonny Campbell
- William Corbus
- Crazy Wolf Studio Gallery
- Davis Realty
- Bill Diebels
- Johan Dybdahl Foundation
- Robert Ellis
- Fairweather
- Fjord Flying Service
- Charlie Ford
- Laurie and Doug Gardner
- Greens Creek Mining Co
- Haida Arts
- Susan Haymes and MK
- MacNaughton
Advocate's Circle:
$100-$249

Acupressure Institute of Alaska
Alaska Knifeworks
Alaskan and Proud Markets
Alaskan Brewing Co
Carol Anderson Artifacts
Chris Ashenbrenner
Awesome Alaska and Experience
Natasha Bailey
Balanced Practice
Barnaby's
Baxter, Bruce & Sullivan
Carl Behnert
Candy Behrends
Mildred and Mark Boesser
Garr Boles
Doug Bridges
Grace Brooks
Kathleen Brown
Sonny Campbell
Cape Fox Lodge
Carpenters Local 2247
Chilkat Guides, Ltd
Chilkat Outfitters
Coast Guard Spouses' and Women's Association of Sitka
Russel and Jennifer Cockrum
Deer Mountain Tribal Hatchery
Douglas S. Weaver, D.D.S
APC
Cynthia Eckert
Robert Ellis
Ernie's Old Time Saloon
Linni Esther
Exploration Gallery
Family Practice Physicians, Inc.
A special thanks to the 100’s of individuals who donated up to $50. Every dollar makes a huge difference in the lives of Southeast Alaskan seniors and people with disabilities.
### SAIL FY 2010 Financial Position

#### ASSETS

Current Assets:
- Cash and cash equivalents
  - Operating: $225,462
  - Project Playground: 10,192
- Accounts receivable: 15,726
- Grants receivable: 209,649
- Prepaid and deposits: 49,869
- Beneficial interest – JCF: 81,062
- Total current assets: 591,960

Equipment and Leasehold Improvement, net: 70,401
- Total assets: $662,361

#### LIABILITIES AND NET ASSETS:

Current Liabilities:
- Accounts payable and accrued expenses: $78,237
- Payable to Project Playground: 10,192
- Accrued compensation payable: 39,309
- Total current liabilities: 127,738

Unrestricted net assets:
- Undesignated: 460,922
- Invested in equipment and leasehold improvements: 70,401
- Total unrestricted net assets: 531,323

Temporarily restricted net assets: 3,300
- Total net assets: 534,623
- Total liabilities and net assets: $662,361

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**See SAIL’s audited financial statements for the year ended June 30, 2010 for a complete presentation of SAIL’s financial condition and results of operations.**

### INCOME

- Government Contract: 21%
- Federal Grants: 8%
- State Grants: 2%
- Municipal Grants: 2%
- Foundation Grants and Public Support: 21%
- Individual Donations: 2%
- Corporate Donation: 4%
- Fundraising Events: 7%
- Fee For Service: 34%
CHANGE SERVICE REQUESTED

3225 Hospital Dr. Ste. 300
Juneau, AK 99801

CHANGE SERVICE REQUESTED

TO:

Juneau: 3225 Hospital Drive, Ste 300, Juneau, AK 99801 (907) 586-4920, info@sailinc.org
Ketchikan: 602 Dock St., Ste. 107, Ketchikan, AK 99901 (907) 225-4735, ketchikan@sailinc.org
Sitka: 514 Lake St., Ste. C, Sitka, AK 99835, (907) 747-6859, sitka@sailinc.org
Haines: 23 Fort Seward Dr., PO Box 183, Haines, AK 99827 (907) 766-3297, haines@sailinc.org

An Aging and Disability Resource Center and Partner Agency of United Way of Southeast Alaska
Information and Referral · Advocacy · Peer Support · Independent Living Skills Training
De-Institutionaliation · Outdoor Recreation and Community Access (ORCA)
www.sailinc.org