You Are an Essential Part of Every Story

Thanks to your generosity, SAIL’s impact in the lives of seniors and people with disabilities who want to live their lives with dignity and independence was felt more than ever. You’ll see some of the numbers throughout this report: More than 1,600 served, 1,285 pieces of adaptive and medical equipment loaned, 19 communities served in Southeast Alaska. But Inspiring Personal Independence is more than numbers. You’ll also read about the impact of your generosity through the stories of the elders, youth and community members we worked with.

The stories are about struggle and triumph, perseverance and accomplishment. You might be reminded of someone you love in the elder who struggled with tackling the stairs in her two-story home. You might recognize the pride when a previously withdrawn teen succeeded at her first job and took home her first paycheck. Or perhaps you know the challenge and joy of reeling in your first bright salmon from a clear creek. The confidence and satisfaction that comes from growing personal independence is universal.

You are an essential part of every story and statistic. Your support allows SAIL to reach the elders, teens and adults living with disabilities throughout Southeast Alaska. Your generosity has changed lives and strengthened the fabric of our communities. Together, and with your support, we will continue to Inspire Personal Independence every day. Thank you for being an indispensable part of the SAIL family.

Joan O’Keefe
Executive Director

Norton Gregory
Board Chair
Independence for Alaska Native Elders

Janice was in pain and struggling to climb the stairs in her home. An elder living in Kake, Janice's joint pain meant she needed to take breaks and often was in tears by the time she reached her second floor. Luckily, Janice found Benson, who works jointly for SAIL and the Organized Village of Kake as an elder advocate in the community. Benson and Janice worked together to secure funding for an electric stair lift in her home. Now, says Janice, “My knees and feet aren’t hurting so bad and I can walk a lot better. Before I was really hurting and wanting to give up, and now I just want to go, go, go!”

SAIL maintains offices in Kake, Klawock and Yakutat to serve Alaska Native elders and people living with disabilities in Southeast Alaska villages. SAIL has helped elders move into safe and affordable housing, access adaptive equipment and linked Veterans to programs that improve their health and wellbeing.

“Before I was really hurting and wanting to give up. Now I just want to go, go, go!”
You Made the Difference for Teens Entering the Workforce

Your support, and key partnerships with the Zach Gordon Youth Center, Takshanuk Watershed Council, and the Division of Vocational Rehabilitation meant teens experiencing disabilities had the opportunity to learn essential job skills like reliability, teamwork and good communication. The summer work programs in Juneau and Haines employed 15 teens and made an impact on outdoor projects like rebuilding trails and growing local organic produce for the community.

“My supervisors would say that I am hard-working, honest, trustworthy, and challenge accepting.”
The positive influence of this program is best illustrated by the students in their own words:

• I’ve improved, I’ve learned, and I’ve built good relationships with the people I work with.

• My life is a lot different than I expected it would be after working. I used to be closed up, not wanting to go anywhere. I shut myself out of social situations. I feel less fear speaking out for my own words and opinions now. I’m brave.

• It made me feel loved and like I had a purpose. It’ll be hard to leave my crew. I made new friends.

• I learned how to work on my patience and to have a good attitude. I’m proud of myself for being capable to do things like shoveling, weed-whacking, and making good friends.

• I got to learn new things like using power tools!

• YEP (Youth Employment in the Parks) made me feel better about myself because I’m helping out with the community. I feel mentally, physically, and socially stronger than I did before.

“It felt good because we got a lot of work done. It felt good to manage my first paycheck.”
More than 1,600 Seniors and People Experiencing Disabilities Served in FY19

SAIL throughout Southeast Alaska
Seniors and youth experiencing disabilities had the opportunity to reap the bounty of Sitka’s fishing streams last summer thanks to your generous support.

SAIL organized outings, and provided fishing gear and expertise to help participants learn the basics of reeling in their catch. Although hundreds of salmon were seen swimming nearby, it took patience and perseverance to learn how to cast far enough to reach them. Participants learned to work with lures, cast spinning rods, fight and land salmon, and how to fillet their catch. Accessible locations meant participants using walkers or wheelchairs could easily join in the learning experience. Everyone who wanted one went home with fresh fillets for dinner.

Sitka SAIL now has a collection of fishing equipment that’s available for loan. Already participants are taking advantage of the new resource and getting out to fish on their own. Support from individual donors, the Sitka Legacy Foundation and LFS Marine Supplies made this new program a great success. Thank you!

“SAIL staff ask if they can be helpful, and they don't take over.”
**SAIL Service Demographics**

### AGE
- Over 60: 44%
- 25-59: 35%
- 19 & Younger: 17%
- 20-24: 4%

### DISABILITY
- Physical: 23%
- Mental Health: 18%
- Cognitive: 33%
- Vision: 11%
- Multiple/Other: 13%
- Hearing: 2%

### ETHNICITY
- Caucasian: 51%
- Native American or Alaska Native: 36%
- Two or More/Other: 6%
- Asian: 2%
- Hispanic or Latino: 2%
- African American: 2%
- Native Hawaiian/Pacific Islander: 1%
Rudy needed a safe, long-term solution for housing in Ketchikan. At 84 years-old, Rudy was living in a hotel room, and the bills were piling up. Rudy’s brother Frank was worried he wouldn’t be able to afford food and other basic needs if he couldn't find a better solution. It quickly became apparent, however, that his situation was more complicated. Rudy had lost his wallet, with his identification, Medicare, Social Security and Tribal Enrollment cards all inside. Without the proper paperwork, Rudy wouldn’t qualify for affordable senior housing or benefits. SAIL worked with Rudy and Frank over many weeks to track down essential documentation and secure a safe, affordable apartment for Rudy. It was a long process, but hard work, perseverance and teamwork paid off.

FACT: Not only does aging in one's home save money, but studies continue to show that "aging in place" helps slow the advancement of memory loss, delay cognitive decline, and reduce the rates of obesity, diabetes and other non-infectious diseases. No wonder more than 70% of Alaska's seniors report a desire to age in their own home!
Source: Alaska Commission on Aging

"Thank you for working with me to find a home!"
Your Generosity Inspires Personal Independence. Thank You!

The following gifts were made in memory or honor of loved ones. These gifts are a meaningful way to keep the memory of your loved one alive, or to recognize someone you admire.

In honor of:
- Anya Conley
- Jeffra Clough
- Joan Herbage O'Keefe
- Joel Symons
- Kim Kiefer
- Nolan Harvey
- Paul, Sioux, and Jeff Douglas
- Taylor Gregg

In memory of:
- Jerry Kainulainen
- Casey & Kelly Newman
- Curtis Fleischhauer
- Elizabeth Tonsmeire
- Gordon Tandy
- John Larsen
- Karen Willey
- Maisie Jones
- Martha Howard
- Michael Arnett
- Thomas J. Aberle
- Tom Linklater
- Vinca Gilman

Donors marked with ✺ are members of SAIL’s Legacy Society for Independence. Legacy Society members have included a gift to SAIL in their estate plans. Gifts made through wills or estate planning are permanently invested in the SAIL Legacy Fund endowment, and will leave a lasting impact. For more information, or to join SAIL’s Legacy Society for Independence, go to www.sailinc.org/planned-giving.

The list of donors on the following pages include gifts received between July 1, 2018 and June 30, 2019. Not included are the many in-kind contributions that greatly aid in our mission, nor the dozens who have donated to SAIL anonymously. Thank you to each and every one of you for your generous support!
**Empowerment Circle $2,000+**
The Alaska Community Foundation
The Alaska Mental Health Trust
First Bank
Disabled Sports USA
Douglas Dornan Foundation
John Greely and Marla Berg
Greens Creek/HECLA
Charitable Foundation
Haines Borough
City and Borough of Juneau
Juneau Community Foundation
City of Ketchikan
Ketchikan Gateway Borough
Geoff and Marcy Larson
Rose Manning
Rasmuson Foundation
City and Borough of Sitka
Sitka Permanent Fund
Charitable Trust
The Skaggs Foundation
United Way of SE Alaska
White Elephant

**Advocate Circle $1,000-$1,999**
American Legion Auxiliary Post Alaska
Alaska Federal Credit Union
American Legion Auxiliary Post #3
Chilkat Valley Community Foundation
Rosemarie Duran
Mary and Doug Gregg
Mardell Gunn and Diz Kistler
James and Elizabeth Knackstedt
Anthony and Amanda Mallott
Peter and Julie Neyhart
Greg Pilcher and Hilary Young
Carol Mitchell Race
Anselm and Carol Staack

**Accessibility Circle $500-$999**
David and Debbie Anderes
Cornerstone Home Care
Nancy Davis and Joseph Newman
Amada Blackgoat and Kwame Diehl
Eagle Wings Community Church
Myron Fribush
Hollis Handler
Horan & Company LLC
Howers IGA Supermarket
Edgar and Virginia Johns, Jr.
Colleen and Lindy Jones
Kimberly Kiefer and Pat McLean
Steve Meikle
Mendenhall Auto Center
Bill and Anita Moran
Maura Odell
Millie Ryan*
Sitka Bottling Company
Sitka Elks Lodge #1662
Sitka Legacy Foundation
Sitka Vision Clinic
Andi and Mike Story
Saralyn Tabachnick
Optimum Health & Wellness Physical Therapy, INC
Sheri von Wolfe and Travis Miller

**Innovation Circle $100-$499**
Donald Adam
Alaska Glacier Seafoods, Inc.
Cynthia Allen and Russ Lyman
Robert Allen and Robin Sherman
Theodore Allio
ALPS Federal Credit Union
Helen Alten and Tim Huber
Monique Anderson
Leslie Antolic and Lori Hoover
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Sourdough Bar
Rai and Sue Behnert
Charan Louise Bird
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Deborah Boettcher
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Harriet Botelho
Patti and Stephen Bower
Harvey Brandt
Ron and Cathy Bressette
Grace Brooks
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Torn Brown
Cora and Bruce Brunette
Wade and Christine Bryson
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Walt and Beth Chapman
Ilan Clark
Al and Jeffra Clough
Gershon and Kerry Cohen
Bret Connell and Jorden Flikig
Gregory Cook
Jeanette Cook
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Zachary Coss
Ron Crenshaw
Susan and Joe Culbertson
Jacquelyn Damron
Panneen Davidson
Sandra Delong
Eliza Dom
Paul and Sioux Douglas
Joyce E Douglas
John and Nancy Eiler
Ernie’s Old Time Saloon
Shannon Farr
Craig Farrington
Filippo Community, Inc.
James Foster
Fred Meyers Community Rewards
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Sharon Gaipman and Peter Freer
Scanlon Gallery
Brande Gerke and Andrzej Piotrowski
Joan Gianotti
Jessica Gilbert
Linda and Steven Gohl
Carolyn Gould
Hugh and Shari Grant
The Great Alaskan Lumberjack Show
Norton Gregory
Gustavus Inn

**Accessibility Circle $500-$999**
David and Debbie Anderes
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Myron Fribush
Hollis Handler
Horan & Company LLC
Howers IGA Supermarket
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Leslie Antolic and Lori Hoover
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Sara Boesser and Juanita Reese
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Torn Brown
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Wade and Christine Bryson
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Sara and Richard Chapell
Walt and Beth Chapman
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Susan and Joe Culbertson
Jacquelyn Damron
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The Great Alaskan Lumberjack Show
Norton Gregory
Gustavus Inn
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Bob Wild
Fred and Sally Wiley
Jonathan Williams
Leslie Wood and Jean Findley
Nancy Woodford
Patricia Young
Southeast Alaska Independent Living, Inc.

Statement of Financial Position
as of June 30, 2019

<table>
<thead>
<tr>
<th>ASSETS</th>
<th>2019</th>
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<tbody>
<tr>
<td>CASH AND CASH EQUIVALENTS</td>
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<td>LONG-TERM INVESTMENTS</td>
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<tr>
<td>TOTAL ASSETS</td>
<td>$1,390,194.00</td>
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</tbody>
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| CURRENT LIABILITIES                         |            |
| ACCOUNTS PAYABLE                            | $119,498.00 |
| DEFERRED REVENUE                            | $109,895.00 |
| TOTAL CURRENT LIABILITIES                   | $229,393.00 |

| NET ASSETS                                  |            |
| UNOBLIGATED                                 | $623,767.00 |
| INVESTED IN EQUIPMENT AND LEASEHOLD IMPROVEMENTS | $213,601.00 |
| BOARD-DESIGNATED ENDOWMENT                  | $323,433.00 |
| TOTAL NET ASSETS                            | $1,160,801.00|

| TOTAL LIABILITIES & NET ASSETS              | $1,390,194.00|

SAIL Funding

Federal Support 28%  State Support 41%
Municipal and Foundation Grants 8%  Fee for Service 17%
Individual and Corporation Donations* 7%  Investment Income 1%

*Your philanthropic support provides SAIL with critical, unrestricted dollars allowing us to remain responsive to needs in each of our communities while building resiliency in times of unexpected fiscal change.

SAIL Board of Directors
as of June 30, 2019

Norton Gregory
Chair/President — Douglas

Jeff Irwin
Vice-Chair — Gustavus

Suzanne Williams
Secretary—Ketchikan

Mary Gregg
Ketchikan

Robert Purvis
Sitka

Cheryl Putnam
Juneau

Justin Jones
Juneau

Niima Ann Radford
Juneau

These were unaudited figures at the time of printing. For a fully audited report of SAIL’s financial position, please visit our website: sailinc.org
When Life ‘Changed in an Instant,’ SAIL was There

For Charles, a hit and run incident changed everything. After crawling out of the ravine he was flung into, Charles was medevaced to Seattle for life-saving surgery and intensive care. He was left with a mountain of medical bills and financial debt. As Charles puts it, “I was ruined financially.”

Enter SAIL. Staff helped Charles sort out his bills, identify resources and apply for programs to regain financial stability. He also joined SAIL’s Traumatic Brain Injury (TBI) support group and staff assisted Charles in applying for mini grants to fund medical services that were otherwise out of reach.

Today, despite all that life has thrown at him, Charles continues to look for life’s silver linings. “I don’t see myself as a victim. I always try to focus on the positive.”

Those positives have included the staff and services at SAIL. “People always say that life can change in an instant, and I now know how true that is. Every person I have met at SAIL has been competent in their field and conscientious of who they serve. SAIL has been there to share information and advice when I need it.”

FACT: National studies show that people participating in peer-supported programs report a decrease in stress and anxiety coupled with an increase in self-confidence, self-esteem, self-efficacy and overall empowerment.
Source: Independent Living Research Utilization.
Veterans are in the Driver’s Seat with VOICE

SAIL is proud to have served Veterans in 6 communities throughout Southeast Alaska through the VOICE (Veterans’ Options for Independence, Choice and Empowerment) program in FY19. VOICE is Veteran-directed and provides flexible home and community-based services to enable Veterans to remain in their homes and communities.

“Veteran-direction” is a model that puts Veterans and their families in the driver seat, and expands the control they have over the long-term services and supports to successfully live at home. SAIL helps Veterans to figure out the kind of support they need, develop a spending plan, and negotiate the paperwork. SAIL also acts as the liaison with the VA to help keep the process simple.

Jerry moved to Haines, Alaska with his friend Joe to enjoy fishing and hunting in a way they were never able to in Arizona. But a snow machine accident and subsequent stroke left Jerry reliant on others to take care of his daily needs and live safely at home. SAIL enrolled Jerry in VOICE with Joe’s help managing his care. They hired their friend and neighbor Kim to serve as Jerry’s in-home care provider. Kim dusts, vacuums, does laundry, deep cleans and prepares meals to help Jerry and provide respite for Joe.

According to Jerry, “VOICE is a life-saver, and Kim is a life-saver. She makes me do my PT. She’ll even do the exercises with me to encourage me. With Kim and Joe’s help I’ve improved tremendously. When I first came home I was dragging one of my feet, but now I can walk normal. They’ve helped me so much.”

“VOICE is a life-saver. I’ve improved tremendously.”
2019 Gratitude Report
Southeast Alaska Independent Living Annual Report to Donors