



## FY17 GRANT FUNDING IN A NUTSHELL

### September 1, 2016

1.

<b>Grant Name</b>	AK USA Ketchikan
<b>Funder</b>	(same)
<b>FY17 Amount</b>	\$1,000
<b>Status</b>	Not yet submitted
<b>History</b>	We have received this funding annually for 10+ years
<b>Synopsis</b>	ORCA scholarships in Ketchikan

2.

<b>Grant Name</b>	ORCA Block Grant
<b>Funder</b>	\$25K CBJ, \$5K Hope Fund, administered by JCF
<b>FY17 Amount</b>	\$30,000
<b>Status</b>	Confirmed award
<b>History</b>	Competitive. Formerly ORCA Adult programming grant. FY17 revised to include participants of all ages. SAIL has had this funding for \$12+ years
<b>Synopsis</b>	Operational support, including personnel, for Juneau ORCA

3.

<b>Grant Name</b>	Disability Empowerment
<b>Funder</b>	CBJ, Administered by JCF
<b>FY17 Amount</b>	\$50,000
<b>Status</b>	Confirmed
<b>History</b>	Competitive. SAIL has had this funding for 12+ years.
<b>Synopsis</b>	Operational Support for Juneau activities (Disability Awareness activities including School Presentations; ADA technical assistance; HomeMAP; Loan Closet; Benefits; Housing assistance; Peer Support).

4.

<b>Grant Name</b>	Last Resort Program (LRP)
<b>Funder</b>	Hope Fund, administered by JCF
<b>FY17 Amount</b>	\$15,000
<b>Status</b>	Confirmed.
<b>History</b>	FY17 is the second round of opportunities from the Hope Fund, made possible by the large gift from Bill Corbus,

	formerly of Alaska Light & Power (AEL&P). This is our first award from the Hope Fund.
<b>Synopsis</b>	This grant pays for Last Resort Fund (goods and services) for Juneau consumers and staff time to administer.

5.

<b>Grant Name</b>	City and Borough of Juneau (CBJ) Youth
<b>Funder</b>	CBJ
<b>FY17 Amount</b>	\$14,576
<b>Status</b>	Confirmed
<b>History</b>	SAIL has had this grant for 19+ years
<b>Synopsis</b>	Competitive. Supports youth activities in Juneau however funding can NOT be used for staffing/personnel expenses.

6.

<b>Grant Name</b>	Chilkat Valley Community Foundation
<b>Funder</b>	(same)
<b>FY17 Amount</b>	\$1,500
<b>Status</b>	Grant application is not out for us to respond to yet.
<b>History</b>	We've received this grant for approx. 6 years
<b>Synopsis</b>	Competitive.

7.

<b>Grant Name</b>	Community Initiative Matching Grant (CIMG)
<b>Funder</b>	State of Alaska, Senior and Disability Services (SDS)
<b>FY17 Amount</b>	\$40,000
<b>Status</b>	Confirmed.
<b>History</b>	SAIL first received this grant in Dec. 2012
<b>Synopsis</b>	Competitive. Pays for staff time & travel and Last Resort Fund (goods and services for consumers)

8.

<b>Grant Name</b>	Administration on Community Living (ACL)
<b>Funder</b>	Federal Gov't
<b>FY17 Amount</b>	\$319,000
<b>Status</b>	Confirmed.
<b>History</b>	Non-Competitive. This is the grant that started SAIL in 1990. Prior to FY17, this grant was administered by the Dept. of Education, Rehabilitation Services Administration
<b>Synopsis</b>	Federal Fiscal Year award (Oct 1-Sept. 30). This grant can pay for anything that is mission-aligned (exclusive of lobbying).

9.

<b>Grant Name</b>	Aging and Disability Resource Center (ADRC) & Medicare Counseling and Outreach (MCO)
<b>Funder</b>	State of Alaska, DHSS, SDS
<b>FY17 Amount</b>	\$202,728 (\$192,672 = ADRC; \$10,056 is MCO)
<b>Status</b>	Confirmed
<b>History</b>	In 2004, SAIL was in the first cohort of Alaska ADRC's. Funding originally through AK. Housing & Finance Corp. (AHFC) to the Statewide Independent Living Council (SILC). The State took over administration of the ADRC grant in 2008.
<b>Synopsis</b>	Continuation. This grant combines services for the elderly (60+) and for people with disabilities in one bucket. Information and Referral, Options Counseling and generally helping folks navigate 'the system' are all components of this grant. MCO pays for Medicare Counseling. SAIL has two certified Medicare Counselors on staff.

10.

<b>Grant Name</b>	ADRC Pre-Screen
<b>Funder</b>	Alaska Mental Health Trust Authority (AMHTA)
<b>FY17 Amount</b>	\$50,000
<b>Status</b>	Confirmed.
<b>History</b>	CIL on Kenai did 18-month pilot. Success= Trust funding expansion of project. SAIL was originally awarded \$100K for FY17 however the state has learned they must go statewide, hence the re-shuffling of funds.
<b>Synopsis</b>	Information and Referral and use of the pre-screen tool for Alaskans Living Independently (ALI) & the Adults with Physical and Developmental Disabilities (APDD) waiver

11.

<b>Grant Name</b>	Short Term Assistance and Referral (STAR)
<b>Funder</b>	State of Alaska, DHSS, SDS
<b>FY17 Amount</b>	\$150,000
<b>Status</b>	Confirmed.
<b>History</b>	This grant had lived with REACH (northern SE) and Community Connections (southern SE) for nearly 2 decades. The State, following guidance from the federal Center for Medicare and Medicaid Services (CMS), is moving to a "Conflict Free" model, hence the change.
<b>Synopsis</b>	Competitive. Information and Referral (I & R) for individuals with Intellectual/Developmental Disabilities (I/DD)

12.

<b>Grant Name</b>	Independent Living
<b>Funder</b>	State of Alaska, DHSS, SDS
<b>FY17 Amount</b>	\$123,020
<b>Status</b>	Confirmed
<b>History</b>	Continuation. On July 1, 2016 our Designated State Entity (DSE) became the Dept. of Health and Human Services, Division of Senior and Disability Services. Prior, the Division of Vocational Rehabilitation was our DSE.
<b>Synopsis</b>	Base funding. Can be used to support any mission-based activity except lobbying

13.

<b>Grant Name</b>	Older Blind Alaskans (OBA)
<b>Funder</b>	State of Alaska, Dept. of Labor, Division of Voc. Rehab.
<b>FY17 Amount</b>	\$54,525
<b>Status</b>	Confirmed
<b>History</b>	Continuation. SAIL has had this grant for 19+ years.
<b>Synopsis</b>	Funding to support services to Alaskans who are low vision or blind and 55 years of age or older

14.

<b>Grant Name</b>	DOT Voucher and New Vehicles
<b>Funder</b>	Alaska Dept. of Transportation & Public Facilities (ADOT&PF), Community Transit
<b>FY17 Amount</b>	\$85,272
<b>Status</b>	Confirmed
<b>History</b>	Competitive.
<b>Synopsis</b>	Juneau taxi voucher program is a partnership between SAIL and Juneau Taxi and Tours (JT&T). Rider pays .40 on the dollar and must be low income. JT&T gives 15% back as a bulk-rate, in-kind donation. Vehicles purchases vary year to year. In FY17, plan to buy two taxis for Ketchikan (FY15 & FY17 funding).

15.

<b>Grant Name</b>	Essential Equipment
<b>Funder</b>	AMHTA, administered by the State of Alaska
<b>FY17 Amount</b>	Historically capped at \$25K per agency
<b>Status</b>	Anticipate
<b>History</b>	Highly competitive. This funding opportunity generally comes out as an RFP every two years. SAIL is batting perhaps 85%.
<b>Synopsis</b>	Equipment costs and one-time installation fees. We have used these funds for computers, laptops, AT equipment, ORCA adaptive recreation equipment, a server, back-up batteries, a phone system, office furniture, etc.

16.

<b>Grant Name</b>	Haines Borough
<b>Funder</b>	(same)
<b>FY17 Amount</b>	\$3,000
<b>Status</b>	Not yet out to apply
<b>History</b>	Typically good success.
<b>Synopsis</b>	Will pay for operating costs or specific projects.

17.

<b>Grant Name</b>	Ketchikan Borough grant
<b>Funder</b>	(same)
<b>FY17 Amount</b>	\$9,147
<b>Status</b>	Confirmed
<b>History</b>	We have had this grant for 15+ years.
<b>Synopsis</b>	Typically we request funds to assist with our ORCA Ketchikan program.

18.

<b>Grant Name</b>	Ketchikan City Grant
<b>Funder</b>	(same)
<b>FY17 Amount</b>	\$12,000
<b>Status</b>	Grants are not out to respond to yet.
<b>History</b>	We have had this grant for \$15+ years.
<b>Synopsis</b>	Calendar Year grant. Used for operational support.

19.

<b>Grant Name</b>	AMHTA Mini-Grants
<b>Funder</b>	AMHTA
<b>FY17 Amount</b>	\$40,000
<b>Status</b>	Allowed 3 per month
<b>History</b>	Staff submit approx. 3 mini-grant requests per month on behalf of consumers.
<b>Synopsis</b>	Each grant capped at \$2,500. SAIL receives \$50 processing fee per award. Grants used for essential goods and services for AMHTA beneficiaries.

20.

<b>Grant Name</b>	Sitka Permanent Fund Charitable Trust
<b>Funder</b>	(same)
<b>FY17 Amount</b>	\$4,400
<b>Status</b>	Anticipated.
<b>History</b>	Competitive.
<b>Synopsis</b>	Typically we request funds to assist with summer ORCA activities and scholarships.

21.

<b>Grant Name</b>	Sitka City Grant
<b>Funder</b>	(same)
<b>FY17 Amount</b>	\$4,500
<b>Status</b>	Confirmed
<b>History</b>	Competitive
<b>Synopsis</b>	Operational support

22.

<b>Grant Name</b>	White Elephant
<b>Funder</b>	(same)
<b>FY17 Amount</b>	\$3,000
<b>Status</b>	Application cycle not open yet
<b>History</b>	Batting 1000%
<b>Synopsis</b>	Competitive. Typically supports ORCA activities in Sitka

23.

<b>Grant Name</b>	Douglas Dornan Memorial Fund
<b>Funder</b>	(same, although administered by JCF)
<b>FY17 Amount</b>	\$3,000
<b>Status</b>	Application submitted and pending
<b>History</b>	Batting 1000%. Fund is named after the deceased son (and his wife) of a former board member, Paul Douglas.
<b>Synopsis</b>	Most frequently we ask for support of the ORCA program.

24.

<b>Grant Name</b>	Skaggs Foundation
<b>Funder</b>	(same)
<b>FY17 Amount</b>	\$10,000
<b>Status</b>	Confirmed
<b>History</b>	For the past 20+ years, Sam Skaggs typically donates \$3-\$8K annually. Sam requests 3 proposals each year to choose from. The ORCA program garners his keenest interest/support.
<b>Synopsis</b>	FY17 = \$10,000 for the ORCA program. The Skaggs Foundation would like this gift to leverage a minimum of a 1:1 match. Leadership team is plotting corporate match dollars.

## **OTHER UNRESTRICTED REVENUE FY17 PROJECTIONS**

### **Activity Fees Income**

These funds are ORCA activity fees.

### **Auction**

Annual Juneau Auction revenue. Catered event, typically held in October or November at Centennial Hall.

### **Benefits Analysis**

Two SAIL staff are Certified Work Incentive Counselors (CWIC). Revenue comes from vendor services paid by the Alaska Dept. of Labor, Division of Vocational Rehabilitation (DVR).

### **Corporate Donations**

We are aiming/strategizing to raise the amount raised in this category in FY17.

### **Division of Vocational Rehabilitation (DVR) Vendor Services**

As a Community Rehabilitation Provider (CRP), SAIL provides a wide variety of vendor services for DVR including On-the-Job Evaluation; Preliminary Assessment; Job Readiness Training; Business Development; On-the-Job Supports; Discovery; Situational Assessment; Job Search Assistance; Job Placement Assistance; Customized Employment; Assistive Technology Services; and Benefits Analysis & Counseling.

### **Equipment Income**

This small pot of funds is a result of consumers who purchase equipment through SAIL.

### **Home Modifications for Aging in Place (HomeMAP)**

This is SAIL's trademarked product with copyright protection. It's a comprehensive home survey that addresses architectural barriers, Assistive Technology (AT), and information and referral to community resources. We currently charge \$1,500 for this service. We also charge other CILs for licensing and Quality Assurance services.

### **Misc. Fundraisers**

- Ketchikan Auction, typically held in the fall. Last year First Bank co-sponsored event
- Additional Fundraisers: The last three years we have hosted "Have a Heart for SAIL" in the communities of Haines, Ketchikan, and Juneau. In FY17 we plan to hold the event in Sitka. As is the case with many fundraisers, Have a Heart is more of a "friend raiser" than a fundraiser!

### **ORCA Rec. Trip Income**

Fees paid to join ORCA trips.

**Pre-Employment and Transition Services (PETS)**

The Division of Vocational Rehabilitation interprets the new Workforce Innovation and Opportunities Act (WIOA) to dictate they spend \$1.5million each year on transition-aged youth. In FY17, SAIL proposes several models. We are currently partnering with the Zach Gordon Youth Center for summer instruction and a work program in the CBJ Parks. Once school starts, SAIL proposes to provide PETS programming in partnership with the Ketchikan and Haines School District. Additional PETS programing in Juneau is also being considered.

**Taxi Token Sales**

This is the .40 cents on the dollar riders pay SAIL for taxi rides in Juneau.

**Whale Watch Trips**

Allen Marine, a long-time and generous partner for SAIL, Long-standing tradition in Juneau, Sitka, and Ketchikan

**Abbreviation Key:**

AMHTA = Alaska Mental Health Trust Authority

ADRC = Aging and Disability Resource Center

CBJ = City and Borough of Juneau

DHSS = Department of Health and Social Services

DVR = Division of Vocational Rehabilitation

I/DD = Intellectual and Developmental Disabilities

JCF = Juneau Community Foundation

MCO = Medicare Counseling Office

ORCA = Outdoor Recreation and Community Access

SDS = Division of Senior and Disability Services