

# Grant Approval Memo



**Grantee:** Southeast Alaska Independent Living, Inc.  
**Request Amount:** \$150,000.00  
**Project Title:** SAIL Ketchikan Capital Project  
**Grant Term:** 6/15/2026 to 6/14/2027  
**Trust Staff:** Kelda Barstad

## **Staff Analysis:**

- **What does this project do?**  
Trust funds will provide critical partner funding for Southeast Alaska Independent Living (SAIL) to purchase and remodel a permanent, fully accessible facility in Ketchikan. Trust investment will help complete the final funding needed to acquire the property, support project management for acquisition and renovation activities, and provide limited travel resources to oversee construction, donor coordination, and site readiness. The project will transform SAIL's long-standing but inefficient leased space into a long-term, accessible community resource that expands independent living skill development, peer support, adaptive technology access, and beneficiary training opportunities.
- **Who is receiving the funds?**  
SAIL is a 501c3 nonprofit operating in Southeast Alaska. SAIL empowers seniors and people with disabilities by providing services and information to support people in making choices that will positively affect their independence and productivity in society. SAIL has assisted Trust beneficiaries and others with disabilities and chronic conditions to obtain grant and Medicaid waiver services, employment, transportation, recreation, and peer support. They operate multiple programs including: Independent Living Centers, Aging and Disability Resource Centers, Developmental Disabilities Resource Centers, Brain Injury Supports, Employment Services, Equipment Loan Closets, Veteran HCBS Programs, and an adaptive recreation program.
- **Why is staff recommending this project?**  
SAIL serves Trust beneficiaries of all types in the Southeast Alaska region providing a wide variety of services to ensure people can access services and lead meaningful lives in their communities. The purchase of the property will allow SAIL to host a broad array of programs at the same site and reduce the long-term facility cost for the agency leading to improved sustainability of core operations. SAIL has completed a majority of the fundraising necessary to secure the property, with funding from the Trust to complete the funding stack for acquisition.  
  
The project aligns with Trust priorities by supporting independence, community participation, and improved quality of life for beneficiaries. SAIL has already secured the majority of the \$2.4 million funding package through federal, philanthropic, and local sources; Trust funding completes the capital stack, enabling the project to move forward without delays.
- **Will this be a multi-year project?**  
This is a one-time 12-month request.

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## Trust Five Year Funding History

<b>Fiscal Year</b>	<b>Project Title</b>	<b>Amount</b>	<b>Status</b>	<b>Final Expended</b>
2026	Evaluating Access to Environmental Modifications	\$116,200	Active	Grant ends 6/30/2027
2023	Employment through Recreation for Transition-Age Youth	\$50,000	Closed	\$50,000
2023	Outreach & Training Project	\$17,250	Closed	\$6,601.00

## Comp Plan Identification

<b>Area of Focus</b>	<b>Objective</b>	<b>Comments</b>
Area of Focus 7: Services in the Least Restrictive Environment	7.2 Increase access to effective and flexible, person-centered, long-term services and supports in urban and rural areas to avoid institutional placement where inappropriate	

## Trust Focus Area Connection

<b>Budget Area</b>	<b>Strategy</b>	<b>Comments</b>
Housing & Home & Community Based Services	HHCBS - Beneficiaries access effective and flexible person-centered HCBS	

## Project Description (from grant application)

### Who We Are

Southeast Alaska Independent Living (SAIL) is a consumer-directed organization, with the majority of our board, leadership team, and staff identifying as people with disabilities. Our mission is to Inspire Personal Independence, and we fulfill this mission by walking alongside individuals with disabilities as they pursue full participation in the community of their choice.

SAIL is the regional provider for multiple state and federally supported programs, including Traumatic and Acquired Brain Injury (TABI), Developmental Disability Resource Connection (DDRC), Aging and Disability Resource Center (ADRC), and Independent Living (IL). We provide Durable Medical Equipment (DME), Assistive Technology demonstrations and loans, adaptive recreation, Home and Community-Based Services for Veterans, and employment services.

### Problem

The Ketchikan Property Acquisition and Remodel project addresses a number of problems head on including a lack of adequate room for programming, accessible design, and financial inefficiency.

The SAIL Ketchikan office lacks space to provide independent living skills training, e.g., cooking classes, employment skills training, financial literacy training.

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Ketchikan’s geography presents significant barriers to accessibility. Often described as a city that “stacks mountains straight into the sea,” Ketchikan is characterized by steep hillsides, heavy rainfall, limited flat land, and a scarcity of accessible infrastructure. Wheelchair-accessible commercial office space—particularly space located on the bus/paratransit line with even minimal parking—is extremely difficult to find.

SAIL has operated in Ketchikan continuously since 1993 and is a trusted fixture in the community’s social service safety net. For over 30 years, SAIL has leased office space. Currently, SAIL spends approximately \$40,000 annually on rent and triple-net costs—funds that exceed the projected financing costs of property ownership. Continued leasing is financially inefficient and limits long-term stability.

## What We Will Be Doing

This project transforms a leased service location into a permanent, accessible community asset that will serve Trust beneficiaries for decades. The Ketchikan Property Acquisition and Remodel also adds a small home to the office currently leased, adding more than 1000 sq. feet of usable space to expand programming, including Independent Living Skills training and peer support opportunities.

The Ketchikan Property Acquisition and Remodel project will establish a permanent, fully accessible home for SAIL’s Ketchikan operations through the purchase and renovation of 4693 Tongass Highway, where SAIL is currently in a lease-to-own agreement.

This project directly supports all three goals of SAIL’s strategic plan:

- Being the best place to work,
- Increasing organizational sustainability, and
- Serving as a leading change agent for accessibility.

The remodeled property will function as both SAIL’s office and a hands-on Independent Living Skills training site, including space for cooking classes, financial literacy, peer support groups, and pre-employment training. The facility will also serve as a regional demonstration site for universal design and accessible technology.

## Target Population / Beneficiaries

SAIL serves individuals of all ages and disabilities, including all Alaska Mental Health Trust beneficiary groups. While not all SAIL consumers are Trust beneficiaries, the vast majority, approximately 75% of the 161 individuals served through the Ketchikan office, fall within Trust categories.

In addition, approximately 15 family members or caregivers will benefit as secondary beneficiaries through training and support.

## Geographic Area Served

SAIL’s service area spans Southeast Alaska, a region larger than the state of Maine and accessible primarily by air or water. SAIL operates offices in Juneau, Ketchikan, Sitka, Haines, Klawock, Angoon, and Kake.

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The Ketchikan Property Acquisition and Remodel specifically supports SAIL's Ketchikan base of operations, serving individuals on the Ketchikan road system and through itinerant services to Metlakatla, Petersburg, and Wrangell.

## Expected Outcomes

Expected outcomes for Trust beneficiaries include:

- Increased independent living skills, including cooking, financial literacy, employment readiness, and use of assistive technology
- Improved social connection and peer support
- Increased participation in employment and community life
- Improved physical access to services and training

Organizational outcomes include:

- A permanent, stable, and accessible service location
- Reduced long-term operating costs
- Increased capacity to provide high-quality services
- A regional showcase for accessibility and universal design

The remodeled property will serve as a training ground for youth transitioning into adulthood and adults working toward greater independence. Video documentation of universal design and smart home features will be produced and shared statewide.

## Community Support

The Ketchikan Property Acquisition and Remodel directly addresses community priorities related to accessibility, workforce participation, and aging in place. Ketchikan has extremely limited accessible infrastructure, and this project will create a permanent, highly visible community asset.

Strong community support has been demonstrated through letters from state legislators and sustained federal advocacy. The project has received a \$1 million Congressional Directed Spending (CDS) allocation through the U.S. Senate, demonstrating broad bipartisan recognition of its value and urgency.

## **Grantee Proposed Evaluation Measures (from grant application)**

### Evaluation / Performance Measures

Project success will be measured through the following indicators:

How much did we do?

- Property purchased
- Remodel completed
- 120 Trust Beneficiaries served annually through Independent Living Skills training, peer support, assistive technology & Durable Medical Equipment (DME) demonstration and loan, mini-grants, and more!

How well did we do?

- At least 75% of participants demonstrate improved independent living skills
- At least 80% of participants report increased confidence and community engagement

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Is anyone better off?

- Increased quality of life reported by Trust Beneficiaries
- Increased employment readiness for youth who are Trust Beneficiaries
- Improved accessibility for staff and community partners

## **Proposed Project Performance Measures (developed by the Trust)**

Provide a narrative describing the timeline, activities, successes, challenges, and any lessons learned during the purchase and remodel of the new property. Be sure to include photographs of the building (interior and exterior), both before and after the renovations, as well as a final list of funding partners for the purchase and renovation of the building.

## **Sustainability (from grant application)**

Sustainability is foundational to this project. SAIL currently pays lease and triple-net costs that exceed projected financing costs for property ownership. This project does not increase operating expenses and instead converts rent into long-term investment.

After the 15-year financing period, SAIL will own the property outright, significantly reducing overhead and freeing resources to directly support services for Trust beneficiaries.

## **Who We Serve (from grant application)**

Trust Beneficiaries

This project directly supports 120 Alaska Mental Health Trust beneficiaries, who comprise a significant portion of SAIL's service population. Beneficiaries include all Trust Beneficiary groups.

Beneficiaries will experience increased independence, stronger social connections, improved mental well-being, and greater participation in community and employment opportunities.

The Ketchikan Property Acquisition and Remodel ensures that Trust beneficiaries have consistent access to high-quality, accessible services in a region where such infrastructure is extremely limited.

Beneficiaries will be better off through Independent Living Skills training and peer support. For many individuals, these programs create critical pathways toward increased independence, stronger social networks, and improved mental well-being.

The Ketchikan Property Acquisition and Remodel strengthens SAIL's ability to offer safe, consistent, and impactful programming that directly aligns with the Trust's priorities: increasing community participation, improving quality of life, supporting skill development, and promoting long-term wellness for Trust Beneficiaries throughout Southeast Alaska.

## **Estimated Numbers of Beneficiaries Served Experiencing (from grant application)**

Mental Illness:	44
Developmental Disabilities:	54
Alzheimer's Disease & Related Dementias:	7
Substance Abuse	11

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Traumatic Brain Injuries:	4
Secondary Beneficiaries (family members or caregivers providing support to primary beneficiaries):	15
Number of people to be trained	35

## **Project Budget (from grant application)**

Personnel Services Costs	\$10,000.00
Personnel Services Costs (Other Sources)	\$10,000.00
Personnel Services Narrative	\$10,000 requested from the Trust for Project Management including working with the design team, contractors, and donors. \$10,000 to be paid by secured discretionary funds.

Travel Costs	\$2,500.00
Travel Costs (Other Sources)	\$5,000.00
Travel Costs Narrative	\$2,500 requested from the Trust for Project Manager and Development Director to travel from Juneau to Ketchikan. \$5,000 to be paid by secured discretionary funds.

Other Costs	\$137,500.00
Other Costs (Other Sources)	\$2,285,000.00
Other Costs Narrative	\$100,000-- the final funding piece for property acquisition-- along with \$37,500 for remodeling is requested from the Trust. \$2,285,000 provided from other sources.

## **Other Funding Sources (from grant application)**

Congressional Direct Spending-SECURED	\$1,000,000.00
SAIL Cash Reserves-SECURED	\$350,000.00
Rasmuson Foundation Legacy Grant- Submitted and PENDING	\$350,000.00
Rasmuson Foundation Program Related Investment (PRI)- Submitted and PENDING	\$350,000.00
Murdock Foundation-	\$200,000.00
Local Fundraising-Recent 'Kickoff'= Pending	\$50,000.00
<b>Total Leveraged Funds</b>	<b>\$2,300,000</b>