

Annual Report

2013



Great Northern Services



Especially important in these unstable economic times, Great Northern's Commodities Program, distributed by Family and Community Resource Centers, provides a measure of accessible and dependable food security to help support our most vulnerable residents.

Jill Phillips

Executive Director
Siskiyou Community Services Council



GNS is a non-profit, community based agency serving all of Siskiyou County whose mission is to improve the quality of life for rural communities and individuals through partnerships, technical assistance and access to resources.

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You may have already noticed the change. We're no longer Great Northern Corporation.

Why did we change our name?

We're not simply a corporation. We're a service organization run by a group of passionate people dedicated to bettering our community.

We firmly believe people should live with dignity, and we provide the services to make that belief a reality.

It's time our name reflected our mission. Which is why we're now Great Northern Services.

It's not the only good news from 2013.

Other Highlights

It's been a good year.

On page 6 you'll learn how our weatherization program—a joint effort of several agencies—turned an icebox of a house into a bright, warm sanctuary from the cold for one local family.

On page 10 you'll see how coordinated community support translated into a refrigerator/freezer project that improved the makeup of emergency food offerings.

And speaking of food, we launched a county-wide assessment to identify the real food issues facing our residents. The idea is simple—you can't solve problems you don't understand.

In essence, we succeeded with projects big and small (our innovative diaper bank won't get much media attention, but it should).

We look forward to more success in 2014.

In a Year of Highlights, a Low Point

In addition to its many highlights, 2013 was marked by a significant loss.

Catherine Metro—former GNS board secretary/treasurer—passed on. She was a Physician's Assistant and a friend to myself and this organization, and Siskiyou County is the poorer for her passing.

Looking Forward

At every stage of our journey, we have been fortunate to enjoy the support of our partners, our clients, our stakeholders, business partners, and suppliers.

I thank all of you for standing by us, and for continuing to believe in what Great Northern Services stands for—and delivers—each and every day.

Bonnie Kubowitz
Executive Director

in a name? Everything, it turns out.

Great Northern was founded in Siskiyou County more than 35 years ago to help jurisdictions find, manage and administer desperately needed housing, facilities and infrastructure development projects. Here are some of our more recent projects:

For the City of Mt. Shasta:

California Development Block Grant (CDBG) collaborative grant between Great Northern Services (GNS), Jefferson Economic Development Institute (JEDI) and on behalf of Siskiyou County Economic Development Council (EDC).

\$950,000

for Business Assistance, Microenterprise and Technical Assistance; Public Services Senior Snow Removal, Rental Deposit Assistance and Fresh Produce Food Bank; Planning and Technical Assistance Market Study Survey.

For the City of Weed:

CDBG grant Great Northern Services (GNS)

\$1,500,000

for Public Improvements, Water Tank and Well Replacement.

For the City of Montague:

CDBG grant written by Great Northern Services (GNS)

\$600,000

Public Improvements; Replacement of sewer lines and manhole covers; Public Facilities; ADA Compliance at the Airport; Planning and Technical Assistance, Sewer Capacity Study.

For the County of Siskiyou:

CDBG collaborative grant between Great Northern Services (GNS) Jefferson Economic Development Institute (JEDI), and Siskiyou County EDC.

Awarded in prior year, State of CA approval came in 2013

\$700,000

for Business Assistance, Microenterprise and Technical Assistance and Public Services of Emergency Food Assistance.

For the City of Dorris:

CDBG grant written by Great Northern Services (GNS)

\$450,000

for Housing Rehabilitation on single family homes and use of set aside funds for water tank improvements.

Great Northern is an important asset in our community. The leadership's "can-do" attitude and dogged pursuit of bringing much needed resources to our communities sets them apart and is to be applauded. JEDI is pleased to be a partner in various projects that better our region.

Nancy T. Swift

Executive Director

Jefferson Economic Development Institute (JEDI)



At Great Northern Services, we think a cozy home is a happy home.

Here in the mountains of Northern California—where some years winter holds on seemingly forever—“cozy” often means weatherization.

There’s little point in heating a home if all the heat simply leaks out. Cold is not cozy. And cold is also expensive—poor efficiency can double or even triple an energy bill.

25 Windows. Six Happy Residents.

Older buildings are typically a city’s least energy efficient. And old windows are often the least-efficient element in any building.

Which is why our weatherization team replaced 25 old, inefficient, leaky windows in a Weed apartment building with 25 new, tight, snug, energy-efficient models.

So six apartments—and the people who lived in them—were suddenly snug as bugs.

They also received energy-saving light bulbs, low-flow water restrictors on their shower heads, pipe wrap on water heaters and brand new smoke detectors.

Just by looking at the building, you can see the difference.

More importantly, the residents living there can feel it.

A Warm and Happy Family

“We burned less than half the wood we burned the prior winter” said Alisa Perry after Great Northern weatherized her home.

“The house is now super warm. I absolutely love it.”

Before our team arrived, Etna area resident Alisa Perry said her family tried packing blankets in and around old windows in a vain attempt to keep the house warm.

“The heat was just sucked out of the windows. We were wearing jackets, yet I was cold—and my kids were freezing.”

“It was awful.”

GNS replaced 16 leaky, single-pane windows with modern, dual-pane vinyl windows. A draft front door was also replaced.

The difference between this winter and the prior winter was remarkable.

“I love it. Without the blankets covering the windows, we live in a bright, beautiful house. And our energy cost was less than half.”

“And more importantly, my kids were finally warm.”





Happy Homes are
Warm Homes

Building Businesses— and Communities

The phrase “Economic Development” feels dry and sterile, but in the case of The Gifted Horse, it’s anything but.

A business loan—the result of a collaboration between Etna, Fort Jones and GNS—helped establish the gourmet deli and gift shop, whose mascot is a tiny “micro miniature” horse named WeeBiscuit.

It’s not exactly business as usual.

“The food is wonderful,” a customer says. “I no longer bring lunch from home because the food is so healthy and good. The boutique setting is intriguing.” A lodge is under construction, perfect for traveling friends, with or without dogs and horses.

Then there’s WeeBiscuit. Starving and neglected, he was rescued from an abusive owner, and has already become a local celebrity. Kids love him, and so do the tourists.

Economic development is about more than the bottom line. It’s about communities. In our rural community, businesses built on great food—and the larger-than-life story of a smaller-than-normal horse—sometimes need a little help.

Which GNS provides.

Community pride runs strong in Etna. We are proud of our local businesses and other opportunities that have come from our own hard work together with the efforts of partners such as Great Northern. As a result, our residents enjoy more stable businesses and an improved community pool.

Pamela Russell
Etna City Clerk





Generations Eat at Dotty's

Dotty's is more than a restaurant. For 50 years, it's been an institution. Founded in 1964, generations of Scott Valley residents have eaten its food. With a little help from a loan, 2013 was their best year ever.

We're not surprised. Dotty's hosted seven outdoor concerts and a weekly

Farmer's Market. They serve locally grown beef. They throw a mean birthday party. And if you haven't eaten their OMG Burger, well...

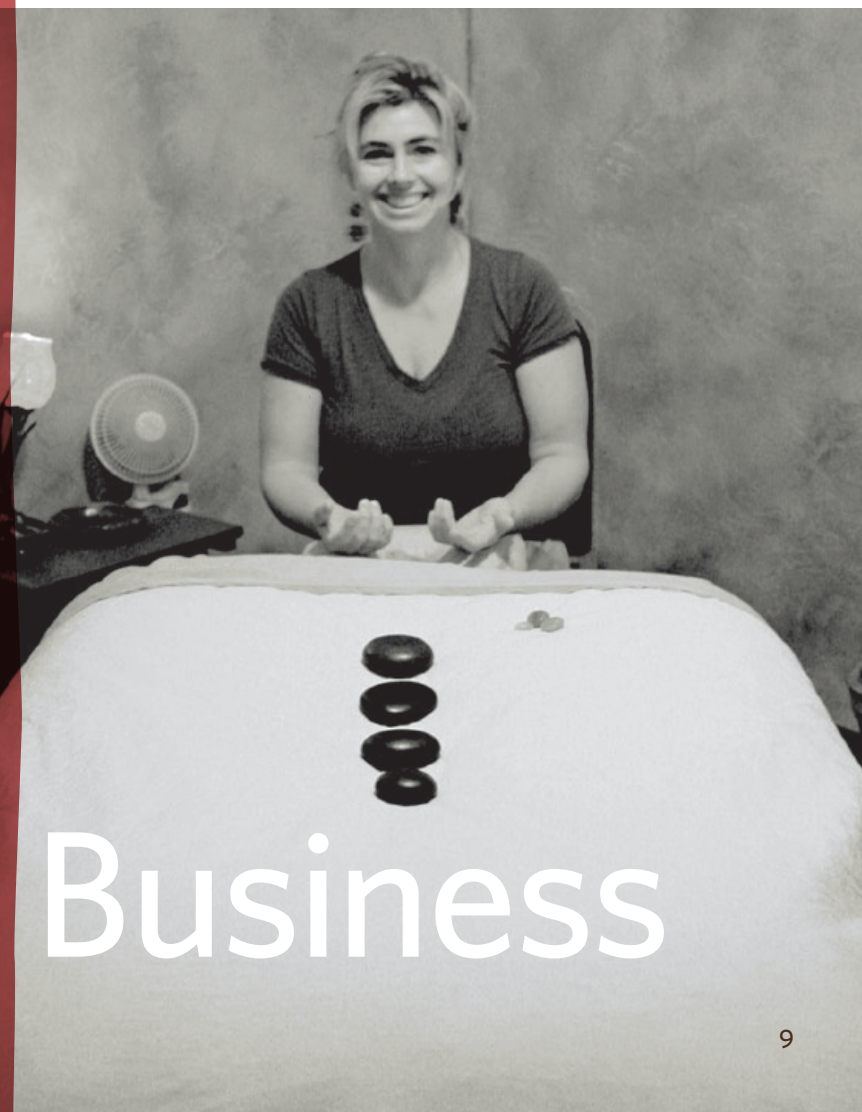
Can a business impact its community beyond its balance sheet? Ask Dotty's.

Mountain Healing Spa

The Mountain Healing Spa offers Yoga classes, massages, spa treatments and naturally based products from a historic building—that needed a little work.

Originally built as a barn in 1876, the building was rolled to its current location on logs. Business owner Mary Martin wanted to preserve a piece of Etna's history while offering her customers a modern spa experience.

Simply put, Mountain Healing Spa needed an economic development loan. We were happy to help.



Building Communities, Business by Business



2013 is the year we transitioned from an Emergency Food Program to a Community Food Program. The year when we saw opportunities, made connections, and created a synergy that led from one remarkable solution to another.

It began in Yreka when North Siskiyou Dairy stored our frozen emergency food inventory through the winter. Then, one grant application grew into a jointly funded project that yielded a walk in freezer and refrigerator at our Weed warehouse, changing the makeup of our emergency food deliveries.

Under what seemed like magnetic influence, donations of food, funding and resources materialized.



Solano's Home Improvement Center moved nearly a ton of watermelons to a food distribution in McCloud, saving our backs and providing a delicious fresh treat. Persimmons donated from the Lema Ranch in Redding made their way around the county, accompanied by recipes and instructions written by a community gardener to help people make good use of this unusual fruit.



The holiday season saw us coordinating the purchase of turkeys and hams to extend the reach of a variety of community programs that pack and deliver holiday baskets to over a thousand families countywide.

One of the lessons learned in 2013 was that we don't have to do this work on our own. A Community Food Program means that we can all work together to provide for those in need.

After sending out over 33,000 pounds of food in December, which included nearly 10,000 pounds of frozen meat, we look to 2014 with a true sense of excitement about what is possible when we work together.

Great Northern is an organization with a noble mission. We find it satisfying at a deep and caring level, to work with them to make our communities a better place.

Michael R. Solano President/CEO
SOLANO'S Inc.



ing
munity

2013 Siskiyou County Community Food Security Assessment Report

Funded in part by The National Institute of Food and Agriculture (NIFA), USDA

This yearlong study included a county wide survey and our hosted community conversations that has led to connecting community assets to needs in innovative ways. The complete report with survey results is available on our website at www.gnservices.org





*"Great Northern knows what they're doing.
They know how to get grants and how to administer them.
We appreciate everything they do for us."*

Carol McKay
Dorris City Administrator

Better Hou = Better

If a community's people are its soul, then its buildings are its body. They house us and keep us safe, and the apparent health of a community is often signaled by the health of its buildings.

Hence our Housing Rehabilitation program, which in 2013 rehabbed seven buildings. One was a complete tear down and rebuild. A success? Ask occupant Terry Salyer.

A Vietnam veteran, former contractor and author, Salyer photographed the entire project.

The pictures tell a story of a ramshackle house with a disintegrating

roof and failing interior. Ultimately, it's replaced by a modern structure that's warm and efficient. Faster than you can say Great Northern Services, it went from community eyesore to community asset.

That's good for Salyer. And the City of Dorris community.



sing Community

Housing Preservation Grants

Our Housing Preservation Grants differ from our similarly named Housing Rehabilitation Program, which operates under Community Development Block Grants (CDBG).

Preservation Grants typically work hand-in-hand with our weatherization program. They give us access to funds for projects that fall outside CDBG jurisdictions, and essentially allow us to finish the work that weatherization program funds only start.

Last year, preservation grants allowed us bring an additional \$38,000 to brighten (and warm) our communities.



Infrastructure is not a sexy topic, but in a very real sense, it's the stuff that supports civilization. Yet small jurisdictions—especially rural cities and counties—often struggle to make sense of the funding possibilities.

Which is why they work with GNS. We know how to find grants. Apply for them. And administer them.

We helped the City of Dorris fund and craft an environmental study detailing upgrades to their water infrastructure. Without it, Dorris couldn't move forward on a water tank construction project.

Over in Etna, the community pool was deemed a "hazard." We helped the city leverage \$125,000 in Program Income Funds (interest paid on Economic Development and Housing Rehab loans) to resurface it and add lights.

In simple terms, GNS knows what it takes to keep the water running.

We are fortunate to have the depth and breadth of services that Great Northern manages for our County—they are invaluable to our residents.

Ed Valenzuela
District 2 Supervisor

We Keep the Water Running



ning

Energy Assistance

Established in 1981, Home Energy Assistance Program (HEAP) is a federally funded program that helps low-income households pay their energy bill, by providing a direct grant payment to an eligible client's utility or heating provider to help offset the cost of heating their home.

To the Great Folks at Great Northern!

Thank you so very much for the payment towards our propane bill. It is a huge help and allows me to keep me and my pain assist dog warm more hours of the day throughout the winter.

- Rebecca S.

*Thank you for your help.
The fuel is greatly appreciated!*

- Steve K.

I wanted to write and thank you for your assistance with Pacific Power in paying my electric bill. Don't know what we would have done without your help. My husband losing his job and not being able to find employment for 6 months has been devastating to us both.

- Mariannne W.

I want to thank you so much for helping me at this time! It is a big blessing. I feel that now I can manage the payments and I will apply for the CARE program.

- Susan S.

HIV/AIDS Assistance



Despite five straight years of budget cuts, we continue to provide extensive emotional, medical and financial support to the 45 clients in our HIV/Aids program.

We help them meet their food, transportation, medical, housing and utility expenses. We also host six clinical dates per year, where an HIV specialist delivers the latest, most up-to-date care.

We do all this not just to keep our clients healthy. We do it to keep them healthy physically and emotionally.

A connected approach allows needs to be addressed that exceed the scope of a single organization.

In order to amplify the effects of the work we do, we've adopted a coordinated approach to our efforts—one that leverages the resources of jurisdictions, state and federal government, local agencies and public and private funders.

Our favorite story is about the invaluable support of the Family and Community Resource Centers serving as distribution points for commodities, diaper distribution and Energy Assistance applications. Throughout the year, they served as our right hand to collect data and host meetings for the Community Food Security Assessment.

2013 also brought surprise cash, in kind and discount donations, grants and awards to our community food program from Cal Fire, the Ladies Golf Club of Lake Shastina, Pacific Power, Ford Family Foundation, The McConnell Fund at the Shasta Regional Community Foundation,

USDA Rural Development, Berryvale Natural Grocery, Siskiyou County Sheriff's Department and Apples of Gold, RayMac Mechanical and community members like YOU!

We have an ongoing commitment to joint ventures by partnering with groups like Head Start, First 5 Siskiyou, JEDI, Siskiyou Food Assistance, Siskiyou Media Council and Seeds to Soup.

We are so pleased to be putting the power of partnership to work!

For 17 years, Shasta Head Start has enjoyed a strong partnership with Great Northern. Their community-based services and their welcoming attitude benefits young families in Siskiyou County in their journey toward self-sufficiency.

Carla Clark
Executive Director
Shasta Head Start



Doing good is our goal. Which is why 2013 was a challenging—but highly gratifying—year.

First, the sale of Great Northern's Community Facility strengthened us. We now carry a lighter debt load, which translates to a stronger employee base and an increased capacity to serve those in need.

In addition, we resolved a 30+ year debt originally incurred for property in Alturas and Newell. Eliminating that debt—and its constantly increasing interest burden—is freeing.

Doing the most good for those in need is our highest goal. We've earned the trust of our partners, and in order to keep that trust, we maintain the highest standards of financial accountability. To that end, GNS is audited by independent certified public accountants in accordance with generally accepted accounting principles.

Statement of Financial Position

Assets:	December 31, 2013	December 31, 2012
Current assets	\$432,894	\$320,407
Long-term assets	136,611	994,888
Total assets	569,505	1,315,295

Liabilities and net assets:

Short-term liabilities	222,787	295,302
Long-term liabilities	22,566	853,618
Net assets	320,152	166,375
Total liabilities and net assets	569,505	1,315,295

Statement of Activities

Revenues:

Grant and contract revenue	1,755,448	1,929,296
Other revenue	111,861	84,883
Total revenue	1,867,309	2,014,179

Expenditures:

Program expenditures	1,657,949	1,843,446
General and administrative	256,726	251,134
Depreciation expense	32,713	40,409
Total expenditures	1,947,388	2,134,989

Other Revenue & Expenditures:

Interest income	39	39
Interest expense	(17,593)	(3,209)
Gain on disposal of assets	35,599	0
Gain on forgiveness of debt	172,805	0
Total other revenue and expenditures	190,850	(3,170)
Net income	110,771	(109,980)

Board of Directors



Heather Weldon
President



Terry Mazingo
Director



Robert Menzies
Vice President



Bonnie Kubowitz
Executive Director



Frank Goulart
Director



Cathy Metro
Secretary-Treasurer



Cathy Metro, PA
*GNS Board Member and
Dear Friend*

With deep sadness, we mourn the loss of our long time friend and board member, Cathy Metro, who passed on January 19, 2014 at her family's home in Hayward, CA.

Among many things, Cathy was a passionate advocate for family health, food acquisition and county wide access to the resources that GNS offers.

To say she will be sorely missed is a huge understatement.

Staff



Angela Nathan
Audra Gibson
Becky Kubowitz



Brandy Caporaso
Christine Meadows
Claudia Trevisan



Crystal Aston
Dawn Blockman
Jeff Holmquist



Ken Shanahan
Larry Luce
LaWanda Wilson



Mike Hardin
Renee Casterline
Rod Merys



Ron Morris
E. Seata Madison
Stan Drucker



Sue Tofflemire
Vickie Daniels
Zack McCrillis

2013 staff not pictured: Karen Merkel, Marlette Stockton, Vi Mauden





Solutions to improve lives and enrich communities

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