



# 2014 Annual Report

[www.dcsail.org](http://www.dcsail.org)

# Welcome Letter from Chairman James Muldoon

My Friends:

Do you remember the first time you were on a sailboat? The freedom of the wind guiding you forward, the emotion of your boat gliding across the water; these feelings reach out to you, and forever enrich you with an outlet, hobby, and inspiring experiences.

DC Sail is the gateway for the Washington, DC community to grow through sailing. The program continues to celebrate its demographic diversity through both adult and youth ventures. In 2014, DC Sail was fortunate to issue over \$50,000 in scholarship value to underserved families thanks to community generosity. This number is of historic levels for DC Sail's scholarship funding, and we are very grateful to our volunteers, supporters and staff for their generous contributions, time and energy.

As one of only two-dozen US SAILING Sanctioned Community Sailing Centers in the United States, we are fully committed to providing unparalleled on-the-water programming for the greater DC community. Embracing curriculum design through US SAILING's, Reach Program modules, instruction is correlated to National Education Standards in STEM (Science, Technology, Engineering, Mathematics,) in all of our Youth Programs as well as Adult "Learn Sailing Right!" Beginner Learn to Sail Lessons offered by DC Sail. We incorporate explorative ways for our sailors to learn in a safe and fun environment and to also encourage them to develop their intuitive and decision making skills so vital to safety on and off the water.

The ground breaking ceremony at the waterfront in March 2014 ushered in a complex multi-level construction project and extended period great change along Water Street in SW Washington. As this is DC Sail's home, we are looking forward to the new opportunities that come with the developing waterfront. DC Sail is happy to see the waterfront growing to be much more accessible for the community and excited about the opportunities that come with providing more people with access to sailing. We are hopeful that through our programs, more and more people will continue to let sailing touch their lives in the way that it has enriched all of ours.

Thank you,

Jim

James Muldoon  
Chairman  
DC Sail Board of Directors



## Youth Scholarship Program

Changing Lives through Sailing & Boating Safety

### Yearly Scholarship Values and 2015 Goals

	2012	2013	2014	2015 Goal
<b>KIDS SET SAIL</b>				
# of Kids	37	41	52	60
Value	\$9,250.00	\$10,250.00	\$14,400.00	\$16,000.00
<b>HIGH SCHOOL RACING</b>				
# of Kids	2	3	5	10
Value	\$750.00	\$1,125.00	\$1,925.00	\$3,850.00
<b>SCHOONER CAMP</b>				
# of Kids	6	7	39	50
Value	\$1,500.00	\$1,750.00	\$11,150.00	\$17,500.00
<b>SPIRIT OF AMERICA</b>				
# of Kids	20	47	75	\$75.00
Value	\$7,000.00	\$16,450.00	\$26,250.00	\$26,250.00

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# DC Sail Board of Directors & Director's Greeting

## Chairman

James Muldoon  
CEO, METCOR/LSI

## Officers

Greg Simonson  
Vice President

Vacant  
Secretary

Hal Young  
Hal Young & Associates  
Treasurer

## Directors

Marc Apter  
Image Power, Inc.

Art Birney  
The Brick Companies

Ned Chalker  
US Department of Education (ret)

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Groundswell Communications, Inc.

Nicole Didyk  
Federal Aviation Administration

Kristine Dunne  
Counsel, Arent Fox

Bruce Gates  
Senior VP, External Affairs, Altria

Charles Lawrence  
The Secor Group

Horacio Marquez  
OnePak, Inc.

RADM Robert Sutton USN (ret)  
BecTech

Roberta Wilson  
Gary R. Bozel & Associates, P.A.

Dear Friends –

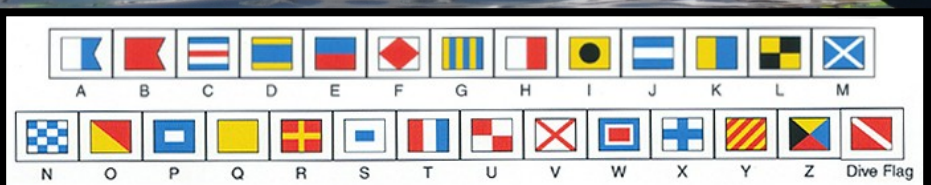
Thanks to you, the 2014 season at DC Sail was a resounding success! We helped more kids get out on-the-water and granted the largest amount of scholarships than any previous season. I and the staff would like to personally thank you for making this happen.



DC Sail is a machine with many parts. Our members, volunteers, directors, staff and donors all come together to make this machine run. It is truly remarkable to watch all these parts work together to help DC Sail provide unique and affordable opportunities for both kids and adults. I feel very privileged to be a part of an organization that helps provide fun and memorable sailing opportunities for our community.

As we look towards 2015, we are excited about the changes that are coming to SW DC. To put it mildly, there are big changes happening all around the waterfront. Once completed in a few years the area will be unrecognizable from its current state. As this area grows and prospers, we too hope to do the same. Thanks again for all that you do for DC Sail. I hope to see you out on-the-water soon.

Kind Regards,  
Brian McNally



# Youth Programs—Kids Set Sail

Kids Set Sail serves as our longest running Youth Sailing Program at DC Sail. During the week-long summer camp, the young sailors are provided with instruction on how to sail a boat with each participant rotating through the skipper and crew positions. The 4:1 ratio of campers to counselor on board the boat provides excellent hands-on experience.



Kids Set Sail curriculum includes:

- ▮ Health and Boating Safety
- ▮ Parts of the Boat
- ▮ Rigging & Furling a Flying Scot
- ▮ Identify Wind Direction
- ▮ Steering
- ▮ Weather and Electricity Talk
- ▮ Introduce Launching and Landing
- ▮ Person Overboard Drills
- ▮ Learn how to navigate a race course
- ▮ Learn how to Tack and Jibe
- ▮ Safety Position
- ▮ Currents & Tides
- ▮ Nautical Charts
- ▮ Learn Points of Sail and Math Concepts to describe POS
- ▮ Knots

## 2014 Stats:

1. \$53,125 in Revenue
2. 187 Participants
3. 52 Full or Partial Scholarships
4. Second Largest Grossing Youth Program

# Youth Programs—High School Racing

The High School Racing Program has been offered at DC Sail for several years, and in the last three, has grown to more than 85 participants in both spring and fall. Representing 28 area public and private schools, high school aged children attend practice two to three times weekly and compete in local and regional regattas. DC Sail is the sole outlet for competitive High School Racing in the Washington area.



Curriculum Includes:

- ▮ Water Safety
- ▮ Racing Tactics
- ▮ Leadership Skills
- ▮ Team Building
- ▮ Strategic Planning
- ▮ Learn to Sail (Green Fleet)  
Launched in 2014

## 2014 Stats:

1. \$68,705 in Revenue
2. 170 participants (85 each in Spring and Fall Seasons)
3. Ten week program each season taught by Staff of Head Coach and three Assistant Coaches
4. 28 Washington, DC area high schools are represented in our High School Racing Program.

## Youth Programs—Schooner Camp

In the Summer of 2011, DC Sail began offering a week-long Sailing and Marine Studies program to youth ages 12 to 16. The five day camp, is held aboard our 65-foot schooner, *American Spirit*, which serves as the educational platform. Campers learn subjects pertaining to sailing a schooner, such as seamanship, local maritime history and marine science with a focus on local flora and fauna and STEM (“Science, Technology, Engineering, and Mathematics”) curriculum in a fun and engaging environment.

**DC Sail’s Schooner Camp holds the distinction of having been named, “Best New Sailing Program” by US SAILING in 2012.**

Schooner Camp curriculum includes:

- ☞ Intro to Sailing on Schooner
- ☞ Upwind/Downwind Sailing to National Harbor
- ☞ Seamanship: Lines and Knots
- ☞ Water Cycle & Human Impact
- ☞ Fish Biology: Dissection & Species Identification
- ☞ “Algae Lab”
- ☞ Shark /Squid/Dolphin/Whale/Water Quality
- ☞ Local History and Orientation to Waterways and Surroundings



### 2014 Stats:

- ☞ \$15,300 in Revenue
- ☞ 72 Participants
- ☞ 38 Full or Partial Scholarships

## Youth Programs—Spirit of America

DC Sail launched the program in 2012 through an agreement with the Spirit of America Foundation. The program has garnered interest from the community each year. In 2014, 75 students attended camp on 100% scholarship—with no camp fees. We are only able to provide this exciting and important camp through generous financial assistance from sponsorships and donors.

Spirit of America Boating Safety Camp curriculum includes:

- ☞ NASBLA\* Power Boat License
- ☞ Knots
- ☞ Weather Awareness
- ☞ Swimming Lessons
- ☞ Water Safety/PFD Usage
- ☞ Capsize Recovery
- ☞ Sailing
- ☞ Kayaking
- ☞ Canoeing
- ☞ “Big Boat” Experience

\*National Association of State Boating Law Administrators

### 2014 Stats:

- ☞ 100% Scholarship Participation
- ☞ 75 Participants



# DC Sail Adult Programs



## BEGINNER LESSONS

Adult Learn to Sail Lessons once again reached capacity in 2014.

- ▣ 199 Participants
- ▣ 30 Weeks of Lessons
- ▣ 60 Volunteer Instructors (compiling **well over 1,000 hours** of donated time and knowledge helped to assure the success of our Adult Learn to Sail program.)

## INTRO TO FJs

- ▣ 48 Participants
- ▣ Majority of participants continued onto Adult Racing Program
- ▣ Members who take the Intro to FJ course migrate to FJ rentals in many cases, relieving Flying Scot demands for boat rentals.

## MEMBER AND SOCIAL SAILS

- ▣ Member and Social Sails commenced in May 2014 and ran through October 2014.
- ▣ Weekday programming – both Monday and Wednesday evenings 5:30 PM to Sunset.
- ▣ Revenue \$2,695 received for Social Sails.
- ▣ Key to Membership Recruitment
- ▣ Monthly Social Sail/BBQ expenses average \$350 per event but are offset by contributions of \$10 each person.



## RACING PROGRAM

- ▣ Racing Program runs year-around with Six Race Series
- ▣ \$2,465 income generated with Racing Fees
- ▣ Volunteer managed – no paid staff



DC Sail is the owner and operator of the sole double-masted schooner with public access in Washington, DC.

“American Spirit” is a 65-foot vessel, docked at our Gangplank Marina location, available for private charter, and hosts ticketed public events. The boat also serves as the educational platform for our award-winning summer day camp, “Schooner Camp.”

Ticketed events include:

- ☞ Cherry Blossom cruises (day and evening)
- ☞ Private Charters
- ☞ Educational Charters for schools and nonprofit learning institutions
- ☞ “Sunset Sails” every-other Friday evening during the spring to fall months
- ☞ Boating & Baseball, (includes tickets to a Washington Nationals game post-sail,)
- ☞ Premium Events such as Mothers’ Day Sail, Fathers’ Day Sail, 4th of July Fireworks Sail



**2014 Sailing Stats:**

- ☞ 3 Educational Charters with 85 Passengers
- ☞ 28 Private Charters with 833 Passengers
- ☞ 20 Ticketed Events with 610 Passengers
- ☞ 2 Volunteer Appreciation Cruises with 38 Passengers
- ☞ 6 weeks of Schooner Camp with 66 Student Passengers

**84 Dock Departures with a Total of 1,632 Passengers in 2014**



# Financials

## ASSETS

Current:	\$66,879.00
Fixed:	\$41,410.00
Total Assets:	\$108,289.00

## LIABILITIES

Current:	\$197.00
Other:	\$0.00
Total Liabilities:	\$197.00

## INCOME

Youth Program Fees	\$125,020.00
Adult Program Fees	\$80,290.00
Schooner Program Fees	\$64,844.00
Membership	\$87,260.00
Grants & Donations	\$70,999.00
Special Events	\$26,725.00
Other	\$6,075.00
Total Income	\$461,213.00

## EXPENSES

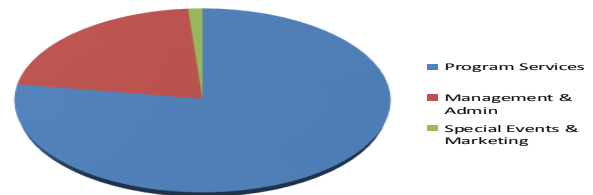
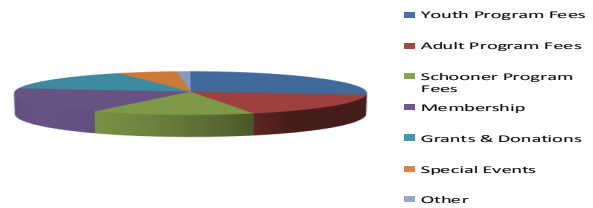
Program Services	\$339,252.00
Management & Admin	\$92,916.00
Special Events & Marketing	\$5,460.00
Total Expenses	\$437,628.00

As a 501(c)3 nonprofit organization, DC Sail carefully manages its financial transactions.

The organization has established protocol of Segregation of Duties with regard to income and expenditure processing. With the concept of having more than one person required to complete a task, there exists a, "Checks and Balances," approach to daily functions. The separation by sharing of more than one individual in one single task is an internal control intended to prevent fraud and error.

As diligent stewards of our finances, those whom have provided financial support through the purchase of services (lessons, camps, charters, etc.) along with generous donors, are assured of dedication to fulfill our mission and operate

Income Sources



## 2014 Dock Expansion & Facilities Enhancement Project



With the assistance of two major donors' contributions and a lively campaign resulting in financial gifts from our dedicated High School Racing Program parents, DC Sail installed a configuration of floating docks surrounding the house boat at the waterfront. The project has provided desired coaching platform space and storage. We thank all those who have contributed to the successful initiative!





# Donors

We express gratitude to our Members and Friends of DC Sail who have supported us through purchases of programming, donations to our nonprofit organization and so much more. We include those who have volunteered 1,000s of collective hours of time to teach and manage events, for parents of our Youth Program participants who provide sailing and water safety education to their children, and our adult sailors and racers - both new and experienced, we thank you for all that you do to help make DC Sail a very special place in Washington, DC.

## **ADMIRAL (\$10,000+)**

Timothy Dickson & Family  
The Kahlert Foundation, Inc.

## **CAPTAIN (\$5,000—\$9,999)**

Geico Philanthropic Foundation  
The Crockett Family  
James Muldoon  
WK Gregory & AM Gregory

## **SKIPPER: (\$1,000—\$4,999)**

Friends of Southwest D.C.  
Groundswell Communications  
Keith Hennessey  
Fleet Miami  
Political Connection, LLC  
Diana Strauss  
Roberta Wilson

## **FIRST MATE: (\$500—\$999)**

Dean Copeland  
Aina Dion  
Kristine Dunne  
Front Runner Services, LLC  
Byron Hopewell

## **CREW: (Up to \$499)**

Akin, Gump, Strauss, Hauer & Feld, LLP  
Amazon.com  
Marc Apter  
James and Susan Ashwell  
Eric Bellamy  
Virginia Biggar  
Elizabeth Bird  
Mary Canfield  
Michael Cepko  
Bert Carp

## **CREW: (Up to \$499)**

Janine Carrington  
Julia Cheringal  
M. Lisanne Crowley  
Caroline A Smith DeWaal  
Melanie Dugdale  
Laura Dunning  
Gregory Dupier  
Red Fehrle  
Zoila Forgione  
Jerald Fritz  
Andrew Gibbons  
Elizabeth Giovaniello  
John Hart  
Matthew Haynes  
Alison Hottes  
David Huff  
John Imparato  
Paul Johnston  
Kenneth Katz  
Irina Likhachova  
Wayne Maffett  
Shirleen Magnezi  
Carmella Mazzotta  
David McCurdy  
Jaclyn Parkes  
Paul Hastings Cares Foundation  
Jane Pellegrino  
Duane Moore/Mary Bruce  
Andrew Pollard  
Sonya Ponds  
Denise Schellin  
Eric Sheetz  
Karin Shepardson  
Gregory Simonson

## **CREW: (Up to \$499)**

Daniel Smith  
Smith Enterprises  
Claude Stansbury  
Caroline Stapleton  
Mary Jo Stephenson  
Will Summers  
Robin Taylor  
The Seaver Institute  
Thomas Thompson  
Rosemary Trent  
James Williams  
Ross Worthington





# 2014 Cantina Cup

The 7<sup>th</sup> Annual Cantina Cup Regatta and Fundraising event was held on Saturday, August 9<sup>th</sup>.

With over 100 regional sailors participating, the day was filled with competition through trying conditions. Light air predominated in the early starts though filled in later in the day, providing skippers and crew a chance to test their light air sailing skills (and patience!) We salute all sailors who participated in the Cantina Cup Regatta – there were no collisions, and no protests! Well done!

Cantina Cup is held annually as a fund raising event to support our Youth Scholarship Fund. In 2014, DC Sail issued over \$50,000 in scholarship to area at-risk youth so they would have a chance to learn to sail and explore the sport of sailing in a safe and fun environment. To supplement the Youth Scholarship Fund, Cantina Cup helped to raise an excess of \$20,000!

A team of dedicated volunteers assisted with the planning of the event and the day-of activities both on the water as Race Committee and shore based land support aiding in

**CANTINA CUP**

**2014**

the staffing of the check in, merchandise, and the After Party at Cantina Marina. DC Sail wishes to acknowledge the time, energy, creativity of these volunteers. Thank you!

In addition to the support of the volunteer base, we also acknowledge our generous corporate sponsors who provided assistance with both financial gifts and in-kind donations.

**The date for the 8<sup>th</sup> Annual Cantina Cup is set for August 15, 2015.**



Division	Place/Skipper	Boat Name/ Number
Non-Spin PHRF	1 <sup>st</sup> - Bill Davenport 2 <sup>nd</sup> - Patrick Muldoon 3 <sup>rd</sup> - Hank Messick	We Few Sara Elizabeth Gravel Rampage
Spin-PHRF	1 <sup>st</sup> - Craig Ekman 2 <sup>nd</sup> - Adam Croglia 3 <sup>rd</sup> - Greg Dupier	Man-O-War Chiripa DogBone
Flying Scot	1 <sup>st</sup> - Chris McGraw 2 <sup>nd</sup> - Tim O'Brien 3 <sup>rd</sup> - Palmer Phillips	Susie-Q DC Sail FS #13 DC Sail FS #14
Flying Juniors	1 <sup>st</sup> - Daniel Levy 2 <sup>nd</sup> - Adrian Black 3 <sup>rd</sup> - Derek Horst	

# Cantina Cup Peer-To-Peer “Fund Racing!”

The 2014 Cantina Cup received a big leg-up in fundraising activity with the launch of a FirstGiving Peer-To-Peer “Fund Racing” campaign garnering \$5,120 in gifts from individual donors. With many thanks to the supporters of DC Sail who set up their own fundraising pages that helped get 20 lucky kids on the water this summer! We gratefully acknowledge the individual donors listed below who contributed online to the campaign. Thank You!



- |   |  |   |   |
|---|--|---|---|
| <ul style="list-style-type: none"> <li>Andrew Adler</li> <li>Megan Ames</li> <li>Kirstan Arauz</li> <li>Liz Ashwell</li> <li>Charles Ballowe</li> <li>Lamin Bangura</li> <li>Liz Barnes</li> <li>Alli Bell</li> <li>Kristen Berg</li> <li>Seth Berger</li> <li>Lee Brown</li> <li>William Burns</li> <li>Gary Cameron</li> <li>K. C. Carroll</li> <li>H. Tor Christensen</li> <li>Katheryn Coff</li> <li>Benoit Colin</li> <li>Brendan Contant</li> <li>Sarah Convissor</li> <li>Gwen Davidow</li> <li>Andres Diaz</li> <li>Marianne Didyk</li> <li>Miriam Doyle</li> <li>Eri Dunn</li> </ul> | <ul style="list-style-type: none"> <li>Phil and Keith Edwards</li> <li>Louise Edwards</li> <li>Ziyang Fan</li> <li>Roman Ginzburg</li> <li>Elisabeth Graham</li> <li>John Graham</li> <li>Catherine W. Graham</li> <li>Julie Grena</li> <li>Lu Han</li> <li>Tarryn Haslam</li> <li>Denise Helland</li> <li>Keith Heller</li> <li>Steven Ho</li> <li>Lisa Holladay</li> <li>Sarah Hospodor-Pallone</li> <li>David Imrem</li> <li>Emily Jones</li> <li>Prag Katta</li> <li>Jordan Klein</li> <li>Margo Kopman</li> <li>Kara Krueger Sichi</li> <li>Briggs Larkin</li> <li>Marie-Claude &amp; Loic Lavoie</li> <li>Brian Leigh</li> </ul> | <ul style="list-style-type: none"> <li>Denise Leighton</li> <li>Gregory Leinweber</li> <li>Larry Levin</li> <li>Eric Mathews</li> <li>John McDonald</li> <li>Sharon McIntosh</li> <li>Kevin Mehaffey</li> <li>Stan Mehaffey</li> <li>Jane Melle</li> <li>Maureen Mills</li> <li>Monica Moons</li> <li>Eeva Moore</li> <li>Nicolette Mueller</li> <li>Amanda O’Neil</li> <li>Job Ooms</li> <li>Eric Parker</li> <li>Loic Pritchett</li> <li>Roosmiwati Reynolds</li> <li>Keith Richburg</li> <li>Melissa Riddy</li> <li>Dawn Riley</li> <li>Howard Riley</li> <li>Molly Riley</li> <li>William Rogers</li> </ul> | <ul style="list-style-type: none"> <li>Katherine Rojahn</li> <li>David Salk</li> <li>Parool Shah</li> <li>Daniel Smith</li> <li>Kate Snow</li> <li>Kevin Sullivan</li> <li>David Thomas</li> <li>Julie Titus</li> <li>Julia Vaughan</li> <li>Julie Vianello</li> <li>Chris Von Guggenberg</li> <li>Mark Watkins</li> <li>Frank Wells</li> <li>Laura Williams</li> <li>Phyo Win</li> <li>Brian Yaklyvich</li> <li>Esther Yong</li> <li>Z. Zed</li> </ul> |
|---|--|---|---|

- FirstGiving Campaign Fund-Racers Listed in Alphabetical Order:**
- R Roger Allison
  - R Liz Ashwell
  - R Kristen Berg
  - R Nicole Didyk
  - R Louise Edwards
  - R John Graham
  - R Erin Helland
  - R Emily Jones
  - R Prag Katta
  - R Gregory Leinweber
  - R Eric Mathews
  - R Brian McNally
  - R Betsy Neilio
  - R Amanda O’Neil
  - R Molly Riley



## First Annual Youth Regatta hosted by the Capital Yacht Club

The Youth Regatta is a celebration of our Youth Programs and Summer Camp sessions. We had 40 registered campers and their families join us for a day on and off the water with exploring boating and arts/crafts and shore-based games. This exciting day offered a chance for the parents and siblings to explore watercraft and learn about boating safety. After a day of On-The-Water activities, an Awards Ceremony took place where every one of the kids was acknowledged with a medal!



**The 2nd Annual Youth Regatta will take place on Sunday, August 16, 2015.**

## DC Sail Mission Statement

*Our mission is to promote and sustain affordable educational, recreational and competitive sailing programs for all ages in a fun and safe environment. DC Sail empowers its participants to develop self-respect and sportsmanship, foster teamwork, and cultivate sailing skills and an appreciation for maritime-related activities. In addition, DC Sail enhances the DC community by using sailing to bolster community spirit and volunteerism.*



DC Sail  
236 Massachusetts Avenue NE  
Suite 410  
Washington, DC 20002  
202.547.1250  
[www.dcsail.org](http://www.dcsail.org)

38° 52' 29.42" N  
77° 1' 15.70" W