

2015 Annual Report

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

# Welcome Letter from Chairman James Muldoon

Dear Friends of DC Sail –

DC Sail has had another successful year of providing a whole host of unique sailing programs for the community. However, our work is far from over. As we look forward to the future we realize that we can do more, serve more, and continue to build a model for what a community sailing center should be right here in our Nation's capitol.

There are many challenges that face us in the coming years but thanks to the hard work of friends and supporters, DC Sail is ready for the tests. Our waterfront facility on the Washington Channel is undergoing a massive revitalization. We have been working alongside the Mayor's office, the DC City Council, the developers, and local government representatives to ensure that community access to the water remains a priority. We are committed to offering area youth and adults a safe, fun and educational, sailing center where we can share our passion for the sport of sailing. We are positioning DC Sail to grow as the waterfront around us changes.

In 2015 DC Sail volunteers collectively "donated" over 1200 hours to help administer our programs. I believe that speaks very highly to the fact that our community is dedicated preserving waterfront access for all. I would like to personally thank you all for helping us to thrive and help further our mission.

Again, many thanks for your support. The good work we do is only possible with your generosity and dedication.

All the Best,

James P. Muldoon  
Chairman of the Board  
DC Sail





# DC Sail Board of Directors & Director's Greeting

## **Chairman**

James Muldoon  
CEO, METCOR/LSI

## **Officers**

Greg Simonson  
Vice President

Kristine Dunne Maher  
Secretary

Hal Young  
Treasurer

## **Directors**

Marc Apter  
Image Power, Inc.

Art Birney  
The Brick Companies

Ned Chalker  
US Department of Education (ret)

Timothy Dickson  
Groundswell Communications, Inc.

Nicole Didyk  
Federal Aviation Administration

Bruce Gates  
Senior VP, External Affairs, Altria

Charles Lawrence  
The Secor Group

Horacio Marquez  
OnePak, Inc.

Blair Overman  
Camp Sea Gull

RADM Robert Sutton USN (ret)  
BecTech

Patrick Rottman  
Alice Deal Middle School

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

Dear Friends of DC Sail:

After 15 years DC Sail is still going strong. Thanks to our network of friends, volunteers, donors, and supporters, we have been able to share DC's most precious resource, our local waterways.

The city is rapidly changing. Each day it seems there is a new crane or a new building that is added to the view of the skyline. New residents are being added to our already diverse neighborhoods. One thing that hasn't changed is our unique position to the waterfront. DC, MD, VA residents are fortunate enough to have a dense urban population with world-class amenities. We too have wonderful views of the waterfront and the surrounding nature, however, that access can be severely limited due to geography and economic barriers.



DC Sail is most proud to offer an affordable access point to our local rivers that does not discriminate based on age, race, gender, or income level. We want to share our passion for sailing and water based activities with the entire community. We cannot perform our mission without the help of so many committed supporters.

Thanks to you we were able to offer \$60,000.00 in scholarship funds to help area youth (many at-risk) to explore what's beyond the shoreline. For a young child or teen that have never been beyond the banks of the river it is a powerful moment. On-the-water they get an opportunity to see their city from an entirely different perspective than they've ever imagined. The serenity of viewing the city away from the usual noise, under sail and on a vessel under their own command is experience that is very empowering in a young person's life.

The DC Sail Board of Directors, our dedicated staff, and myself are fully committed to ensuring that our programs continue to thrive. Please consider making a donation that will help preserve access for future generation of river users. Thank you for your dedication to our mission and for helping to share our local waterways with our friends and neighbors.

Sincerely,

Brian McNally  
Director  
DC Sail



# 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
- ☞ Learn the Rules of the Road



## 2015 Stats:

1. \$60,525 in Revenue
2. 202 Participants
3. 17 Full or Partial Scholarships
4. Second Largest Grossing Youth Program

# Youth Programs—High School Racing

The High School Racing Program has been offered DC Sail for several years, and in the last three, has grown to more than 85 participants in both spring and fall. Representing 36 area public and private schools, middle and 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 Continues to Grow!



## 2015 Stats:

1. \$54,560 in Revenue
2. 127 participants (Total for both Spring and Fall Seasons)
3. Ten week program each season taught by fully trained and certified coaching staff.
4. 36 Washington, DC area high schools are represented in our High School Racing Program.

at

# 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



## 2015 Stats:

- ☞ \$12,350 in Revenue
- ☞ 53 Participants
- ☞ 15 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 2015, 90 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

## 2015 Stats:

- ☞ 100% Scholarship Participation
- ☞ 90 Participants





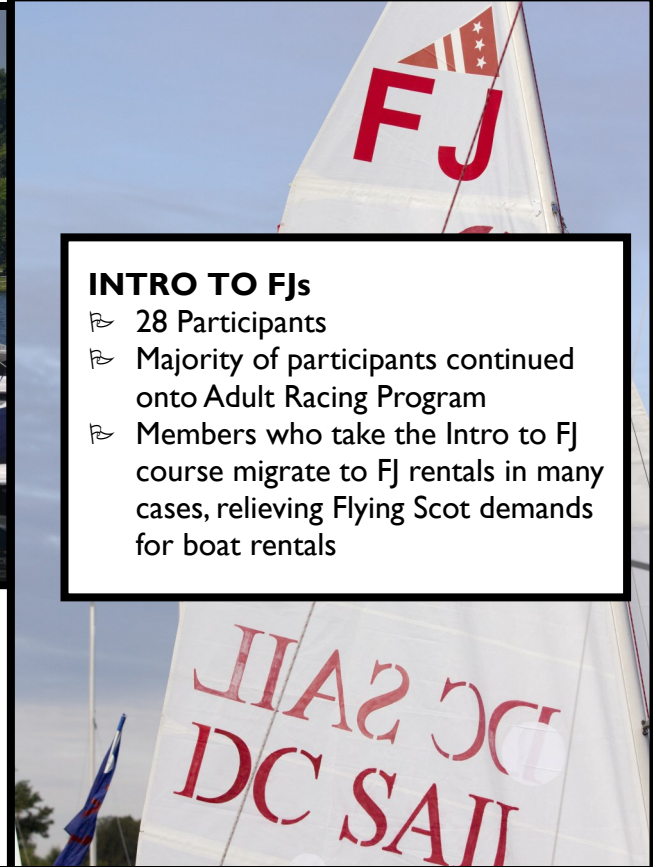
# DC Sail Adult Programs



## BEGINNER LESSONS

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

- ☞ 190 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

- ☞ 28 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 2015 and ran through October 2015.
- ☞ Weekday programming – both Monday and Wednesday evenings 5:30 PM to Sunset.
- ☞ Revenue \$3,491 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
- ☞ \$3,000 income generated with Racing Fees

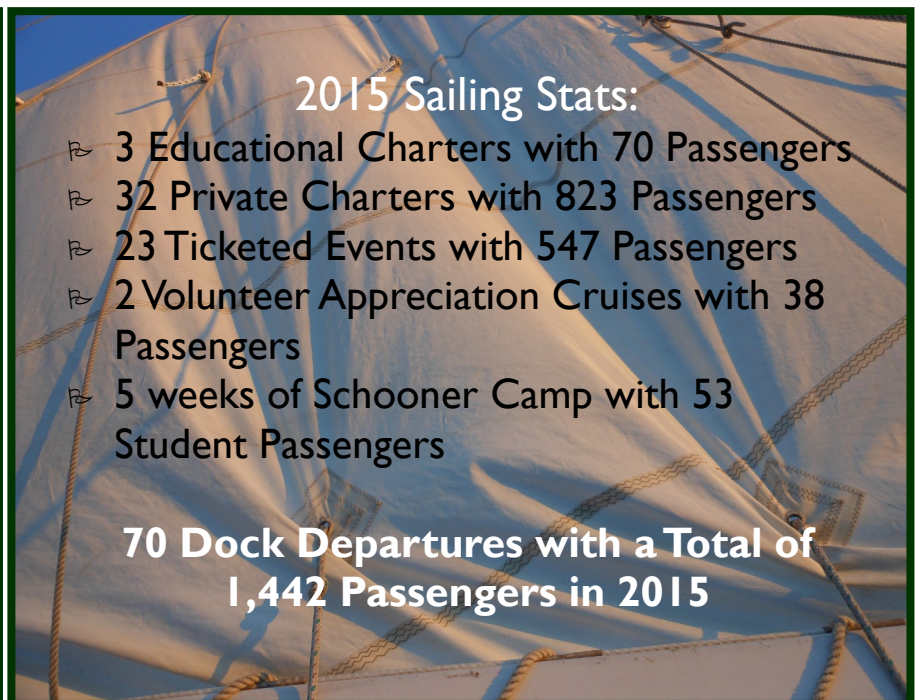


DC Sail is the owner and operator of the sole double-masted schooner with public access in Washington, DC.

“American Spirit” is a 65-foot vessel, docked at The Wharf/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



### 2015 Sailing Stats:

- ✦ 3 Educational Charters with 70 Passengers
- ✦ 32 Private Charters with 823 Passengers
- ✦ 23 Ticketed Events with 547 Passengers
- ✦ 2 Volunteer Appreciation Cruises with 38 Passengers
- ✦ 5 weeks of Schooner Camp with 53 Student Passengers

**70 Dock Departures with a Total of 1,442 Passengers in 2015**



# Financials

## ASSETS

Current:	\$2,731
Fixed:	<u>\$83,936</u>
Total Assets:	\$86,667

## LIABILITIES

Current:	\$5.00
Other:	<u>\$0.00</u>
Total Liabilities:	\$5.00

## INCOME

Youth Program Fees	\$127,435.00
Adult Program Fees	\$67,521.00
Schooner Program Fees	\$62,064.00
Membership	\$81,345.00
Grants & Donations	\$47,036.00
Special Events	\$10,210.00
Other	<u>\$2,254.00</u>
Total Income	\$397,865.00

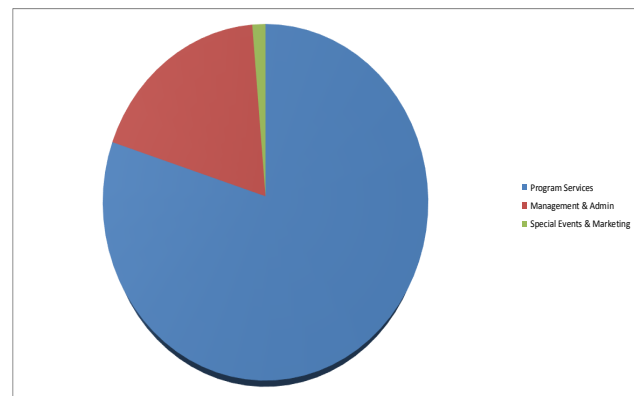
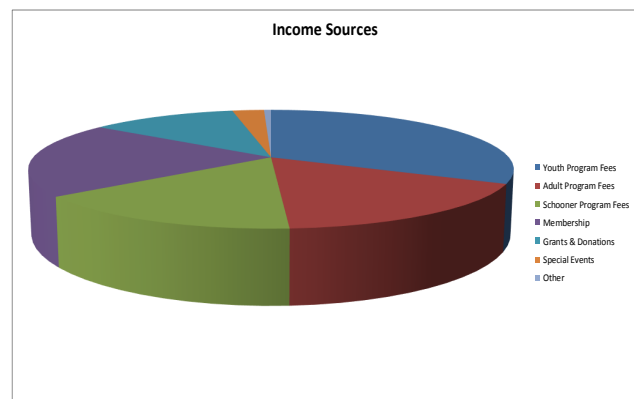
## EXPENSES

Program Services	\$321,901.00
Management & Admin	\$75,206.00
Special Events & Marketing	<u>\$5,420.00</u>
Total Expenses	\$402,527.00

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 processing 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 within profes-





# 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+)**

No 2015 Donors at This Level

## **CAPTAIN (\$5,000—\$9,999)**

The Crockett Family  
Bruce Gates  
Geico Philanthropic Foundation  
James Muldoon  
The Benevity Community Impact Fund  
Wharf District Master Developer  
WK Gregory & AM Gregory

## **SKIPPER: (\$1,000—\$4,999)**

Kristine Dunne-Maher  
Port of Washington Yacht Club

## **FIRST MATE: (\$500—\$999)**

Ned Chalker  
Coldwell Banker Charitable Fund

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

Joseph Binder  
Laura Brunts  
Mary Canfield  
John Davies  
Timothy Dickson  
JM Hoban  
Alison Hottes  
John Imparato  
Anne Kaiser  
Christopher Lewton  
Horacio Marquez  
David Martin  
Jessica Nadler  
Blair Overman  
Mrs. Park  
Shari Ploshnick  
Jay Sushelsky  
Abigail White  
Madeline Wilks  
Elizabeth Williams  
Kirsten Wright-Martin





# 2015 Cantina Cup

The 8<sup>th</sup> Annual Cantina Cup Regatta and Fundraising event was held on Saturday, August 15<sup>th</sup>.

Cantina Cup is held annually as a fund raising event to support our Youth Scholarship Fund. In 2015, DC Sail issued over \$60,000 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 \$10,000!

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 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 9<sup>th</sup> Annual Cantina Cup is set to take place in September 24, 2016.**



# Volunteers of DC Sail

DC Sail is fortunate to have a dedicated group of volunteers who assist in a variety of ways to assure the success of our Adult Programs and Cantina Cup Events. We send out our most sincere thanks in acknowledgement of their time, energy, enthusiasm and support of DC Sail! Thank you!

## **Instructors**

Charles Ballowe  
Pope Barrow  
Cliff Bartlett  
Filippo Berardi  
Owen Bergwall  
Kate Blakeley  
Patrick Bloomstine  
Laura Brunts  
Peter Carnes  
Glenn Chen  
Jeff Clark  
Colleen Clay  
Donna Colaco  
Bill Collet  
Bernie Cook  
Perry Cooper  
William Crane  
Nicole Didyk  
Neal Drobenare  
Kristine Dunne  
Lauren Egge  
Paul Fritz  
Melissa Genazzio  
Maura Hackett  
Matthew Hays  
Dupree Heard  
Derek Horst  
Alison Hottes  
Christian Howieson  
Jeff Isenhour  
Max Johnson  
Temp Johnson  
Anne Kaiser  
Gerald Katz  
Jonah Lampkin  
Ryan Lane  
Robert Leary  
Betsy Loomis  
Andrew Lynch  
Tree Martschink  
Katie Mckenna  
Ryan Millikan  
Stephen Mink

## **Instructors Continued**

Grant Mooney  
Duane Moore  
Amanda O'Neil  
Jason Pearson  
Mark Rickling  
Bruce Romano  
Patrick Rottman  
Meike Ruhl  
David Rykken  
Daniel Sack  
Nathan Sermonis  
Greg Simonson  
Tom Sliter  
Daniel Smith  
Nikki Smith  
Jennifer Sweeney  
Benjamin Testerman  
Mathew Theisz  
Alistair Thomson  
Liz Williams  
Eva Wingren  
Esther Yong

## **"American Spirit"**

### **Volunteer Crew**

Serafina Buzby  
Donna Colaco  
Caroline Dewaal  
Ian Dewaal  
Michael Farley  
Emily Franc  
Melissa Genazzio  
Sonja Gloeckle  
Maura Hackett  
Diane Hoskins  
Alexandra Kelly  
Duane Moore  
Melinda Pagliarello  
Kaiy Watts

## **Cantina Cup Merchandise Sales**

Diane Crockett  
Melanie Dugdale  
Chuck Dugdale  
Katie Globig  
Dupree Heard  
Temp Johnson  
Rostina Miller  
Vernette Pompey  
Daniel Smith  
Brenda Winfield

## **Cantina Cup "Floater Volunteers"**

Shiri Alon  
Cleopatra Armstrong  
Trina Dow  
Rhonda Glasmann  
Chelsea Katan  
Vernette Pompey  
Nancy Simonson  
Gregory Simonson  
Stephen Suess

## **Cantina Cup RC**

Ali Bell  
Aaron Boesenecker  
Katherine C.  
Nicole Didyk  
Ray LaPlante  
Amanda O'Neil  
Ed Stacy  
Abby White

## **Additional RC:**

Alex  
Jill  
Misty

## **Cantina Cup "After Party" Door Sales**

Elizabeth Ashwell  
Sarah Evans  
Chelsea Katan

**Thank You!**



## 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  
600 Water Street SW  
Unit 9-16  
Washington, DC 20024  
202.547.1250  
[www.dcsail.org](http://www.dcsail.org)

38° 52' 29.42" N  
77° 1' 15.70" W