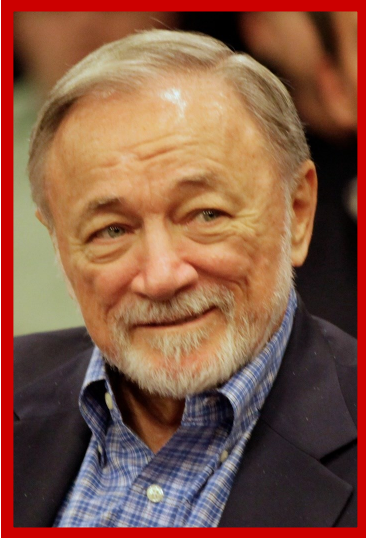


www.dcsail.org

Welcome Letter from Chairman James Muldoon



Sailing has numerous benefits, such as providing physical exercise, enhancing essential decision making, and building teamwork, water safety, as well as an appreciation of our fragile waterway systems. Across the board, the sport also instills a “Corinthian Spirit” on the water and off which is a marvelous life skill to have for both our youth and adult sailors. It is a wonderful privilege to be the “Gateway to Sailing” in Washington, and offer the sport to all persons, with or without sailing experience. That’s the beauty of community sailing centers—learn to sail and enjoy for a lifetime!

With our Youth Programs, DC Sail’s young participants, some of them just 7 or 8 years old simply amaze me with their enthusiasm and how easily they take to the water after just a few hours of experience. These are the youngsters who, as adults, will become engaged citizens, productive community members and capable leaders. DC Sail’s youth are the future, through sailing, we’re helping them to gain valuable skills that will serve them well as adults.

We look to our future to expand a greater outreach into the community to provide disadvantaged kids a chance to participate in our award winning youth programs, an increasingly active *American Spirit* schooner, and positioning DC Sail to benefit from the Southwest Waterfront redevelopment to secure more dock, classroom and storage space.

I thank my board colleagues for their knowledge and support as well as our experienced and capable two full-time year-around staff and vibrant crew of twenty-two part-time staff. To our more than sixty volunteers that provide a safe and educational experience for our members and campers, with great appreciation, we thank you for all your hard work to support DC Sail and the greater community at large!



DC Sail Board of Directors & Director's Greeting



Dear Friends of DC Sail:

It's been another great year at DC Sail. We've continued to provide a great service to the community and more importantly, we helped a lot of kids along the way. It's a huge effort and all thanks goes to you. Our friends, supporters, volun-

teers, and staff are to be commended for helping DC Sail continue to thrive.

Looking to the future, the DC Board of Directors and myself, are trying to position the organization for further growth. We are working on long-term planning to help us upgrade our fleet and facility. We recognize that it's time to put in achievable steps to raise the funds needed to modernize our operation.

Please stay tuned for news for fund raising measures needed to make DC Sail an even better community sailing center. Once again, we are going to need a lot support to make these improvements and we hope that you will assist.

Thanks again for all that you do. We greatly appreciate your time and effort. It's really what makes DC Sail a remarkable place to be a part of.

All the Best,

Brian McNally
Director
DC Sail

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

James Bonham
Manatt, Phelps, & Phillips, LLP

Ned Chalker
US Department of Education (ret)

Timothy Dickson
Groundswell Communications, Inc.

Nicole Didyk-Wells
Federal Aviation Administration

Bruce Gates
Senior VP, External Affairs, Altria

Charles Lawrence
The Secor Group

Horacio Marquez
OnePak, Inc.

Blair Overman
COTERIE Company

RADM Robert Sutton USN (ret)
BecTech

Patrick Rottman
Alice Deal Middle School

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

Membership Stats

Admiral	2
Basic	225
High School Racing (Fall Season)	64
Instructor	50
Lifetime	7
Super	<u>58</u>
Total	406

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



2016 Stats:

1. \$42,145 in Revenue
2. 135 Participants
3. 10 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 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!



2016 Stats:

1. \$63,496 in Revenue
2. 142 participants (Total for both Spring and Fall Seasons)
3. Ten week program each season taught by fully trained and certified coaching staff.
4. Over 36 Washington, DC area high schools are represented in our High School Racing Program each season.

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



2016 Stats:

- ☞ \$7,100 in Revenue
- ☞ 19 Participants
- ☞ 2 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 2016, 88 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

2016 Stats:

- ☞ 100% Scholarship Participation
- ☞ 88 Participants

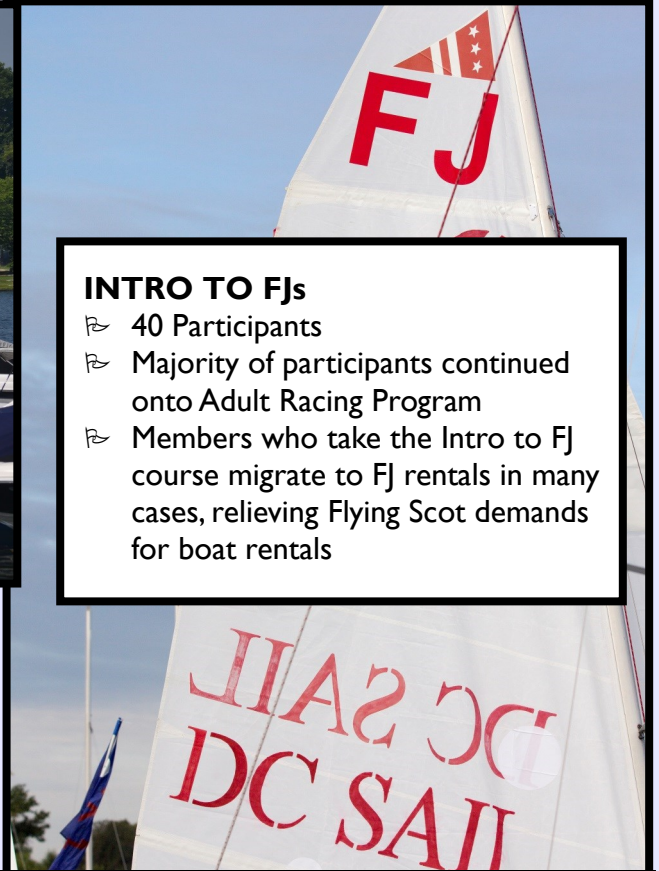


DC Sail Adult Programs



BEGINNER LESSONS

- ▮ 181 Participants
- ▮ 30 Weeks of Lessons
- ▮ 58 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.)
- ▮ Revenue: \$51,570



INTRO TO FJs

- ▮ 40 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 2016 and ran through mid-September 2016.
- ▮ Weekday programming – both Monday and Wednesday evenings 5:30 PM to Sunset.
- ▮ Revenue \$2,890 received for Social Sails.
- ▮ Key to Membership Recruitment
- ▮ Monthly Social Sail/BBQ expenses average \$350 per event but are offset by contributions of \$10 by attendees.



RACING PROGRAM

- ▮ Racing Program six-race sessions (weather permitting.)
- ▮ \$1,540 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



2016 Sailing Stats:

- ☞ 3 Educational Charters
- ☞ 51 Private Charters
- ☞ 23 Ticketed Events
- ☞ 10 day-long sails for Schooner Camp
- ☞ 8 morning or afternoon three-hour sail for Kids Set Sail Campers as a “Big Boat Experience”
- ☞ 12 morning or afternoon three-hour sail for Spirit of America Boating Safety Campers as a “Big Boat Experience”

108 Dock Departures
Total of 1,442 Passengers
Total Income: \$73,069.00



Financials

ASSETS

Current:	\$28,552
Fixed:	<u>\$62,171</u>
Total Assets:	\$90,723

LIABILITIES

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

INCOME

Youth Program Fees	\$112,722.00
Adult Program Fees	\$64,835.00
Schooner Program Fees	\$73,069.00
Membership	\$80,910.00
Grants & Donations	\$53,534.00
Special Events	\$10,955.00
Other	<u>\$453.00</u>
Total Income	\$396,478.00

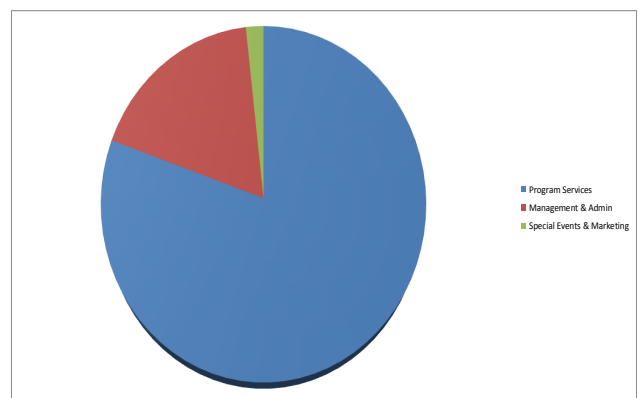
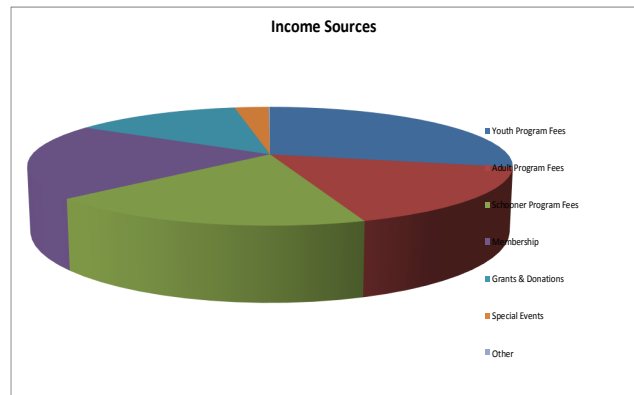
EXPENSES

Program Services	\$299,567.00
Management & Admin	\$66,602.00
Special Events & Marketing	\$6,722.00
Total Expenses	\$372,891.00

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 within professional standards.



Conservative spending and careful diligence with our income is our policy!

Fun Fact: Did you know that between 2013 and 2016, DC Sail only purchased two cases of paper for printing needs? #Saveatree!

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+)

The Kahlert Foundation

CAPTAIN (\$5,000—\$9,999)

Geico Philanthropic Foundation
James Muldoon
WK Gregory & AM Gregory Foundation

SKIPPER: (\$1,000—\$4,999)

Kristine Dunne-Maher
Five O'Clock Publishing
Roberta Wilson

FIRST MATE: (\$500—\$999)

Bethany Bromwell
David Brunts
Edward Chalker
M. Lisanne Crowley
Mr. and Mrs. Thomas Goslin
Amy Rifkind
Daniel Smith

CREW: (Up to \$499)

Amazon.com
Mary Canfield
Courtney Elwood
Kate Evans
Todd Garth
Alison Hottes
John Imparato
Alison Kodjak
Christopher Lewton
Elizabeth Roemer Lobaugh
Lauren Myrick
Jeffrey Naft
Jan Reitman
Elizabeth Roemer
Bruce Romano
Anthony Saldana
Jay Sushelsky
Tim Zimmermann



2016 Cantina Cup

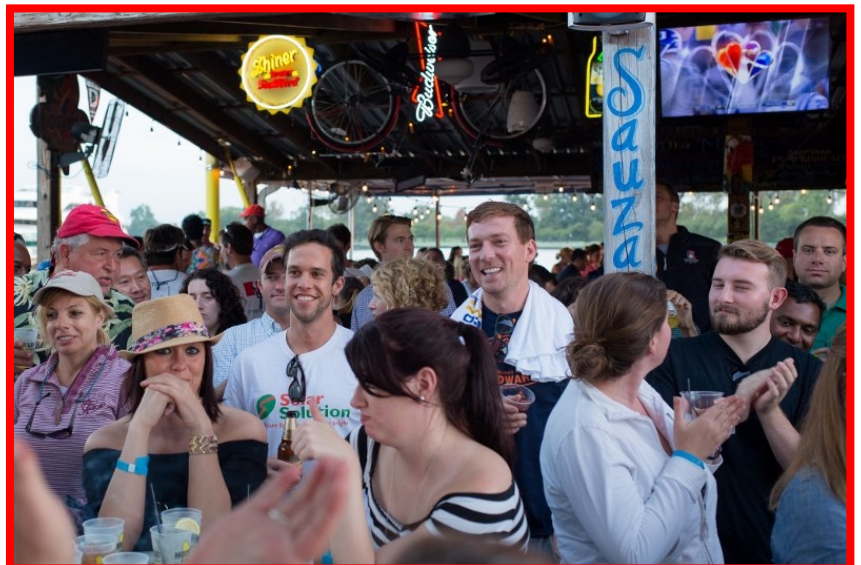
The 8th Annual Cantina Cup Regatta and Fundraising event was held on Saturday, September 24, 2016.



Cantina Cup is held annually as a fund raising event to support our Youth Scholarship Fund. In 2016, 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.



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

Robert Asselin
Drew Beck
Owen Bergwall
Kate Blakeley
Patrick Bloomstine
Laura Brunts
Andrew Burnett
Eloise Canfield
Peter Carnes
Glenn Chen
Jeff Clark
Donna Colaco
Bill Collet
Perry Cooper
William Cotta
Owen Dodd
Neal Drobenare
Kristine Dunne
Dupree Heard
Derek Horst
Alison Hottes
Christian Howieson
Max Johnson
Temp Johnson
Anne Kaiser
Gerald Katz
Matthew Kosnar
Jonah Lampkin
Ryan Lane
Betsy Loomis- Neilio
Andrew Lynch
Tree Martschink
Chris McGraw
Katie McKenna
Ryan Millikan
Stephen Mink
Grant Mooney
Duane Moore
Jason Pearson
Mark Rickling
Bruce Romano
Patrick Rottman
David Rykken

Instructors Continued

Daniel Sack
Nathan Sermonis
Greg Simonson
Tom Sliter
Daniel Smith
Nikki Smith
Timothy Sommella
John Subranni
Mathew Theisz
John Williams
Liz Williams
Eva Wingren
Esther Yong

“American Spirit”

Volunteer Crew

Stacey Adam
James Arnold
Jeff Degrasse
Caroline Dewaal
Ian Dewaal
Michael Farley
Naomi Feldman
Elizabeth Gates
Melissa Genazzio
Alex Holcomb
Elizabeth Logsdon
Duane Moore
Timothy Morrell
Jessica Nadler
Melinda Pagliarello
Quinn Rask
Mark Rickling
Fred Rudder
Melissa Rudder
Ashley Schumann
Susan Stewart

Cantina Cup Shore Support

Almir Alickovic
Laura Ambrogio
Erin Baumann
Carolyn Brennan
Hilary Buxton
Yuwen Chen
Isabel Dai
Michael Farley
Anna Johnson
Raymond LaPlante
Dave Rabinowitz
Quinn Rask
Kyron Rose
Alison Schwartz
Vanessa Segars
Daniel Smith

Cantina Cup RC

Aaron Boesenecker/PRSA
Amanda O’Neil
Ed Stacy
Vittoria Energy Expeditio
Abby White

Halloween Regatta Support

Matt Smith
Ed Stacy

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

38° 52' 29.42" N
77° 1' 15.70" W