



2017 Annual Report



www.dcsail.org

DC Sail Chairman's Greetings & Board of Directors



Dear Friends:

2017 was a year of many changes for DC Sail. We've seen a huge transformation at the Southwest Waterfront with the completion of Phase I of The Wharf and have acquired a new home base for our small boat fleets at Diamond Teague Park Piers.

As you know DC Sail is a volunteer-driven 501(c)(3) sailing organization. In past years we've been able to welcome hundreds of children on the water, teaching them science, technology, engineering and math (STEM), boat handling, water safety, and leadership skills, while fostering an appreciation for the surrounding marine environment. The knowledge that our students gain translates well beyond the water and we're committed to growing our connection to the community.

With our small boat programs now located at Diamond Teague Park Piers, we added new docks and more space. We're excited with our new location and look forward to the continuance of our youth programs (Kids Set Sail and High School Racing,) and Adult Lessons, Member Sails, Social Sails, and our revitalized Racing Program. Although our small boat program has migrated to Diamond Teague Park Piers, you'll still find our schooner, "American Spirit," on A dock at the Wharf. We've incurred a lot of capital costs with the move to Diamond Teague Park Piers, and will be focusing on raising the funds for completing the build out for the transition.

We are grateful for our team of volunteer instructors, which helps to keep costs down and allows a portion of program income to bring even more kids on the water each year through our Youth Scholarship Program.

Many thanks to our dedicated members of the Board of Directors and staff for their support so that DC Sail may continue to be of service to our community.

Sincerely,

James P. Muldoon, Chairman



Chairman

James Muldoon
CEO, METCOR/LSI

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Lawrence Livermore National Laboratory
Vice President

Kristine Dunne Maher
Carlos Rosario International Public Charter School

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Young Accountancy Group
Treasurer

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The Brick Companies

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Manatt, Phelps, & Phillips, LLP

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Federal Aviation Administration

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Senior VP, External Affairs, Altria

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Horacio Marquez
OnePak, Inc.

Blair Overman
Program Consultant

Patrick Rottman
Alice Deal Middle School

Roberta Wilson
MBA/CPA

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



2017 Stats:

1. \$61,650 in Revenue
2. 201 Participants
3. 30 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!



2017 Stats:

1. \$61,410 in Revenue
2. 133 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.



DC Sail Adult Programs

BEGINNER LESSONS & REFRESHER COURSE

- ☞ 145 New Beginner Lesson Participants
- ☞ 30 Refresher Course Participants
- ☞ 45 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: \$43,355/Beginner Lessons & \$1,263/Refresher Course

MEMBER AND SOCIAL SAILS

- ☞ Member and Social Sails commenced in May 2017 and ran through mid-September 2017.
- ☞ Key to Membership Recruitment.
- ☞ Monthly Social Sail/BBQ expenses average \$350 per event but are offset by contributions of \$10 by attendees.
- ☞ Revenue \$3,352 received for Social Sails.

ADULT RACING PROGRAM

- ☞ 28 Participants
- ☞ Successful introduction of new racing format with extended race series of 16 weeks in duration.
- ☞ Revenue of \$3,090 income generated with Racing Fees

Intro to FJ's

- ☞ Provides a more advanced sailing instruction and opens up Rental opportunities for students.
- ☞ Immersion into the Adult Racing Program.
- ☞ \$3,090 income generated with Racing Fees

2017 Cantina Cup — 10th Anniversary



CANTINA CUP

2017

10th Anniversary!

With most sincere gratitude, we thank all of our Racers, Attendees, Race Committee and Short Support Volunteers for a very successful 2017 Cantina Cup! The event brought in a little over \$20,000 after expenses. Big shout out to our generous sponsors and individual donors, along with everyone that participated! Our Youth Scholarship Program will continue to provide the unique and safe exploration of the beauty of the sport of sailing for children less fortunate than ourselves! THANK YOU!
(*Photos Courtesy of Anna Johnson)





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. 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



2017 Sailing Stats:

- ✦ 3 Educational Charters
- ✦ 51 Private Charters
- ✦ 23 Ticketed Events
- ✦ 8 morning or afternoon three-hour sail for Kids Set Sail Campers as a “Big Boat Experience”

100+ Dock Departures
Nearly 2,000 Passengers!
Total Revenue: \$79,965



Financials

ASSETS

Current:	\$32,585
Fixed:	<u>\$108,529</u>
Total Assets:	\$141,114

LIABILITIES

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

INCOME

Youth Program Fees	\$123,060.00
Adult Program Fees	\$57,721.45
Schooner Program Fees	\$79,965.00
Membership	\$72,675.00
Grants & Donations	\$119,340.28
Special Events	\$10,051.00
Other	<u>\$173.52</u>
Total Income	\$462,986.25

EXPENSES

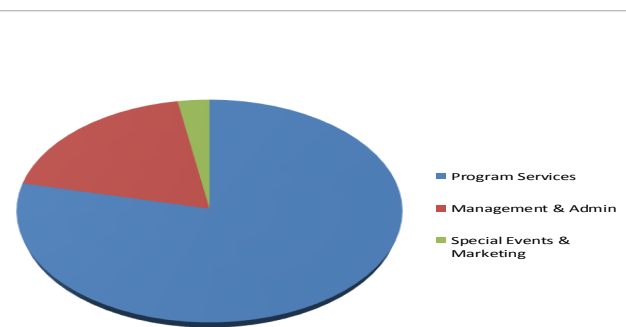
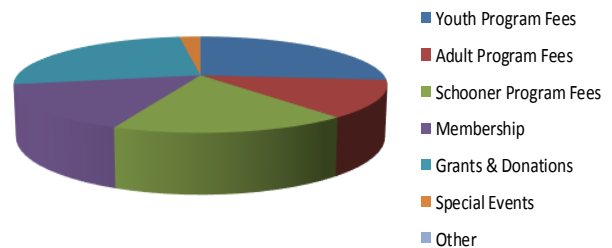
Program Services	\$308,226.23
Management & Admin	\$72,924.02
Special Events & Marketing	<u>\$10,585.87</u>
Total Expenses	\$391,736.12

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.

Income Sources



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+)

Muldoon, James
StarKist Co.

CAPTAIN (\$5,000—\$9,999)

Clark Charitable Foundation
Gangplank Marina-Coastal Properties
Geico Philanthropic Foundation
Wharf District Master Developer
WK Gregory & AM Gregory Foundation

SKIPPER: (\$1,000—\$4,999)

Anselmo, Rita
Capital Yacht Club Community Chest
Dickson, Timothy
Dunne, Kristine
Republic National Distributing Company
Wilson, Roberta

FIRST MATE: (\$500—\$999)

An-Bryce Foundation
Brown, Bruce
Chalker, Edward
Smith, Daniel

CREW: (Up to \$499)

Amazon.com
Benevity Fund
Canfield, Mary
DeWaal, Caroline
Garth, Todd
Holcomb, Pamela
Hoese's Things
Hottes, Alison
Johnson, Temp
Kaiser, Anne
Katz, Kenneth
Legal Technology Group, Inc.
Lewton, Christopher
Sack, Daniel
Schwartz, Andrew
Sliter, Thomas
Strategic Analysis
Sushelsky, Jay
Tatelbaum, Christine
Thompson, Nathan
Wolfendale, David



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.



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38° 52' 29.42" N
77° 1' 15.70" W