



2018 Annual Report



www.dcsail.org

DC Sail Chairman's Greetings & Board of Directors



Dear Friends:

In 2018, DC Sail successfully transitioned to operating out of two separate marina locations. Our new facility at Diamond Teague Park Piers, where we host our adult and youth programs, and also remaining a feature at The Wharf, where "American Spirit" schooner operations continue to be managed.

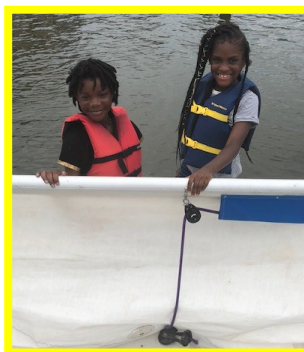
Many thanks to our members, volunteers, schooner guests, donors, sponsors, Board of Directors and our staff for your support!

Although we had record-breaking rainfall totals this season which resulted in the cancellation of several events, we still had a great year! For example, we hosted 240 campers, a sell out to capacity fall season of High School Racing, 173 new adult students, and maintained our historical membership levels. The rain caused significant loss of income for DC Sail, but we closed out the year with much to be grateful for and look forward a bright and promising future!

Each year DC Sail's Youth Scholarship Program provides numerous deserving children their participation in our summer camps and other programs, at little to no cost to their families. Scholarship recipients typically hail from an array of adverse conditions which would otherwise prevent these youngsters the opportunity to explore the beauty of sail due to financial restrictions and other circumstances. It is only with our year-around fundraising initiatives to secure supplemental income that we are able to provide this deep outreach and service to the community. We're so very grateful for your continued support of DC Sail—thank you!

Sincerely,

James P. Muldoon, Chairman



Chairman

James Muldoon
CEO, METCOR/LSI

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Lawrence Livermore National Laboratory
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Carlos Rosario International Public Charter School
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Federal Aviation Administration

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Senior VP, External Affairs, Altria-Retired

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The Secor Group

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Blair Overman
WeWork-Durham

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.

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 Point Of Sail
- ☞ Knots



2018 Stats:

1. \$71,950 in Revenue.
2. 240 Participants.
3. 37 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 many years, and has grown to more than 75 participants in both spring and fall. Representing 30+ 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/Race (Green Fleet)



2018 Stats:

1. \$73,792 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 30 Washington, DC area high and middle schools are represented in our High School Racing Program each season.

DC Sail Adult Programs

BEGINNER LESSONS & REFRESHER COURSE

- ☞ 173 New Beginner Lesson Participants.
- ☞ 28 Refresher Course Participants.
- ☞ 49 Volunteer Instructors (compiling **well over 1,000 hours** of donated time and knowledge helped to assure the success of our adult sail programs.)
- ☞ Revenue: \$51,560/Beginner Lessons & \$900 Refresher Course.

MEMBERSHIP

- ☞ 393 Members.
- ☞ Member and Social Sails commenced in May 2018 and ran through mid-September 2018.
- ☞ Introduction of “Monthly Socials” in 2018 for Members and Guests to meet/greet with Staff.
- ☞ Revenue: \$78,850 for Membership.
- ☞ Revenue: \$1,980 for Social Sails.

ADULT RACING PROGRAM

- ☞ 26 Participants.
- ☞ Successful introduction of new racing format with extended race series of 16 weeks in duration.
- ☞ Revenue: \$2,880.

INTRO TO FJ'S

- ☞ 26 Participants.
- ☞ Provides a more advanced sailing instruction and opens up Boat Rental opportunities for students.
- ☞ Immersion into the Adult Racing Program.
- ☞ Revenue: \$3,225.

2018 Cantina Cup — 11th Annual Fundraising Event



With most sincere gratitude, we thank all of our 76 Racers, Attendees, Race Committee and Short Support Volunteers for a very successful 2018 Cantina Cup! Regatta participants included youth sailors racing with parents and we loved it! The event brought in a little over \$12,000 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 Tom Sliter)



2018
CANTINA CUP

DC SAIL

CANTINA *bambina*

PEARL STREET

SNACKS • BAR

THRASHERS RUM

THE WHARF WASHINGTON, DC

Corona Light

Capital Yacht Club

CLEAR WATER SAILORS OF THE SEA





DC SAIL® American spirit

DC Sail is the owner and operator of this stunning commercial sailing vessel in Washington, DC. "American Spirit" is docked at The Wharf/Gangplank Marina location.

The boat is available for Private & Educational Charters, and hosts ticketed public events. Ticketed events include:

- ☞ Cherry Blossom cruises (day and evening).
- ☞ Private Charters.
- ☞ Educational Charters for schools and nonprofit learning institutions with a focus on youth.
- ☞ "Sunset Sails" every-other Friday evening May to mid-October.
- ☞ 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.



2018 Sailing Stats:

- ☞ **Total Revenue: \$85,991**
- ☞ 1 Educational Charter.
- ☞ 56 Private Charters.
- ☞ 27 Ticketed Events.
- ☞ 80+ Dock Departures.
- ☞ 1,900 Passengers!



Financials—FY 2018

ASSETS	
Current:	\$45,429
Fixed:	<u>\$97,444</u>
Total Assets:	\$142,873

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

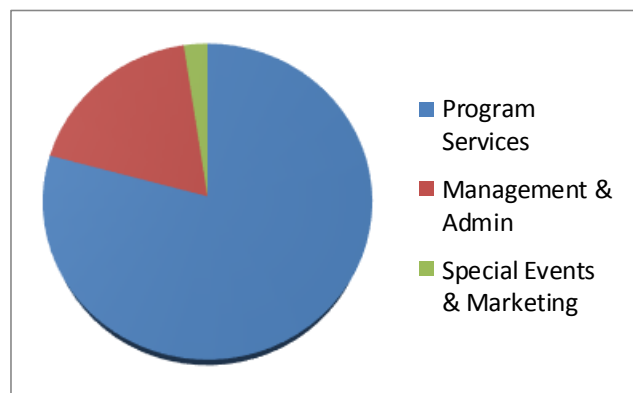
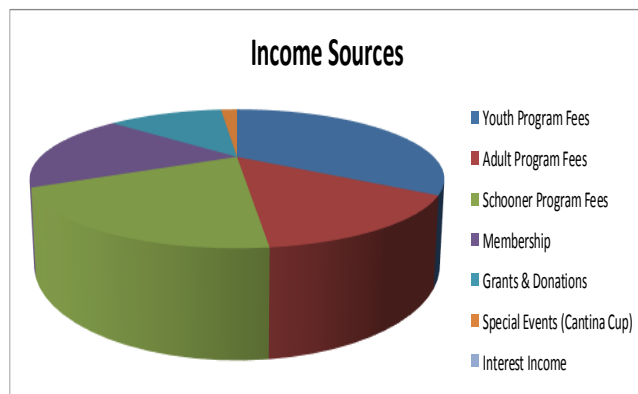
INCOME	
Youth Program Fees	\$145,742.00
Adult Program Fees	\$63,095.00
Schooner Program Fees	\$85,991.50
Membership	\$78,850.00
Grants & Donations	\$52,324.84
Special Events (Cantina Cup)	\$7,395.00
Interest Income	<u>\$8.92</u>
Total Income	\$433,407.26

EXPENSES	
Program Services	\$318,706.01
Management & Admin	\$74,128.18
Special Events & Marketing	<u>\$9,620.08</u>
Total Expenses	\$402,454.27

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.



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 who provide sailing and water safety educational experiences for their children, by enrolling them in our Youth Programs, 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.

In-Kind donations (no currency exchanged with gifts of goods and services,) are also taken into account and we offer our most sincere gratitude to these generous organizations that provided support of our annual fundraising event, Cantina Cup! Their contributions amount in the many, many thousands of dollars of in-kind gifts. **Big Shout Out To:** The Wharf DC for gifting the Transit Pier for the venue of our After Party, Cantina Bambina, Inc. and Pearl Street Warehouse for hosting the After Party, and Thrashers Rum for the donation of our official Cantina Cup hats! THANK YOU!

THE WHARF WASHINGTON, DC



ADMIRAL (\$10,000+)

✦ James P. Muldoon

CAPTAIN (\$5,000—\$9,999)

✦ PJ & RD Carnes
✦ Geico Philanthropic Foundation
✦ METCOR/LSI

SKIPPER: (\$1,000—\$4,999)

✦ Cantina Bambina, LLC
✦ Floating Homes Tour Charity of Choice
✦ Swink & Klutz Family Foundation
✦ Roberta Wilson-Lowman
✦ Hal Young/Young Accountancy Group

FIRST MATE: (\$500—\$999)

✦ Lauren Hamme
✦ Ned Chalker
✦ Swati Agrawal

CREW: (Up to \$499)

✦ Accenture
✦ Alison Hottes
✦ AmazonSmile
✦ Amy Hicks
✦ Anne Kaiser
✦ Bruce Romano

CREW: (Up to \$499)-Continued

✦ Christopher Lewton
✦ Crystal Beatty
✦ Daniel Sack
✦ Donors: Facebook Giving Tuesday
✦ Emily LoCicero
✦ Hank Messick
✦ Ian & Caroline DeWaal
✦ Jackie Hennessey
✦ Jeffrey Colman
✦ Kelli Johnson
✦ Kevin Lopez
✦ KPMG Charity Day Donations/Cash Donors
✦ Lois Schiffer
✦ Lynne Srinivasan
✦ M. Palma Wilson
✦ Margaret Castro
✦ Mary Canfield
✦ Mary Kolb
✦ Matt Deal
✦ Melisa Pilipovic
✦ Paul Johnston
✦ Paul Murphy
✦ Susannah Budington
✦ Tom Sliter



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

Mailing Address:

600 Water Street SW

Unit 9-16

Washington, DC 20024

202.547.1250

www.dcsail.org