



2019 Annual Report



www.dcsail.org

DC Sail Chairman's Greetings & Board of Directors



Dear Friends:

2019 was a very exciting year for DC Sail!

Our Summer Camp program, Kids Set Sail, and both seasons of High School Racing sold out to capacity for the second year.

In 2019, DC Sail partnered with The Brendan Foundation to launch a pilot program for youth sailors with learning differences. Children, along with staff explored the beauty of sailing during multiple weeks of after school programming on our Flying Scot fleets. We look forward to hosting this wonderful program again in 2020.



In September, DC Sail was Appointed As a Primary Siebel Sailors Program Regional Facility by US Sailing. We are only one of three in the United States with this notable designation!

The Siebel Sailors Program will provide additional outreach into the community to provide sailing lessons to youth of families that are considered economically-challenged. Through this program, DC Sail will actively create a strong foundation for a more diverse community of sailing in Washington, DC.



In our Adult programs, we helped nearly 200 participants to learn to sail and obtain their US Sailing Small Boat Sailing certifications. Another 20 members also took advantage of our Intro to FJs Course, and increased their sailing knowledge, skills, and learned how competitively race!

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. With the generosity of a wonderful \$25,000 grant issued to us from The Kahlert Foundation, we were also able to provide 180 children with sailing and boating safety experiences.

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
METCOR/LSI

Officers

Hal Young
Young Accountancy Group
Treasurer

Directors

Marc Apter
Image Power, Inc.

Art Birney
The Brick Companies

James Bonham
The ESOP Association

Timothy Dickson
Groundswell Communications, Inc.

Nicole Didyk Wells
Federal Aviation Administration

Bruce Gates
Senior VP, External Affairs, Altria-Retired

Horacio Marquez
OnePak, Inc.

Blair Overman
US Sailing

Patrick Rottman
Alice Deal Middle School

Oliver Whitney
The Sierra Club

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



2019 Stats:

1. \$68,650 in Revenue.
2. 240 Participants.
3. 49 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 70 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)



2019 Stats:

1. \$70,400 in Revenue.
2. 143 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

- ☞ 192 New Beginner Lesson Participants.
- ☞ 20 Refresher Course Participants.
- ☞ 36 Volunteer Instructors (compiling **well over 1,000 hours** of donated time to assure the success of our adult sail programs.)
- ☞ Revenue: \$55,680/Beginner Lessons & \$1,500 Refresher Course.

MEMBERSHIP

- ☞ 412 Members.
- ☞ Member and Social Sails commenced in May 2019 and ran through mid-September 2019.
- ☞ Introduction of “Monthly Socials” in 2019 for Members and Guests to meet/greet with Staff.
- ☞ Revenue: \$91,715 for Membership.
- ☞ Revenue: \$2,120 for Social Sails.

ADULT RACING PROGRAM

- ☞ 20+ Participants.
- ☞ Successful introduction of new racing format with extended race series of 16 weeks in duration.
- ☞ Revenue: \$2,760.

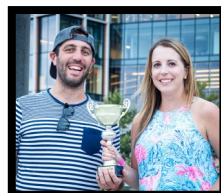
INTRO TO FJ'S

- ☞ 20 Participants.
- ☞ Provides a more advanced sailing instruction and opens up Boat Rental opportunities for students.
- ☞ Immersion into the Adult Racing Program.
- ☞ Revenue: \$3,000.

2019 Cantina Cup — 12th Annual Fundraising Event

With most sincere gratitude, we thank all of our Racers, Attendees, Race Committees and for a very successful 2019 Cantina Cup! This year, we “partnered” with Potomac River Sailing Association and saw even more fleets on the water during the regatta—it was fabulous! The event brought in a little over \$10,000 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)





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.



2019 Sailing Stats:

- ☞ Total Revenue: \$87,932
- ☞ 5 Educational Charters.
- ☞ 52 Private Charters.
- ☞ 27 Ticketed Events.
- ☞ 80+ Dock Departures.
- ☞ Nearly 2,000 Passengers!



Financials—FY 2019

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|---------------|-----------------|
| 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 |

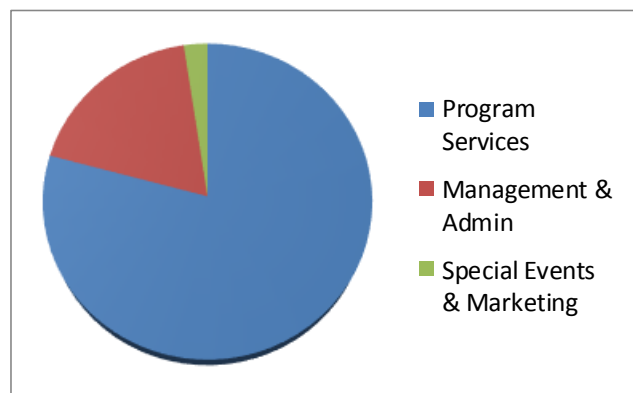
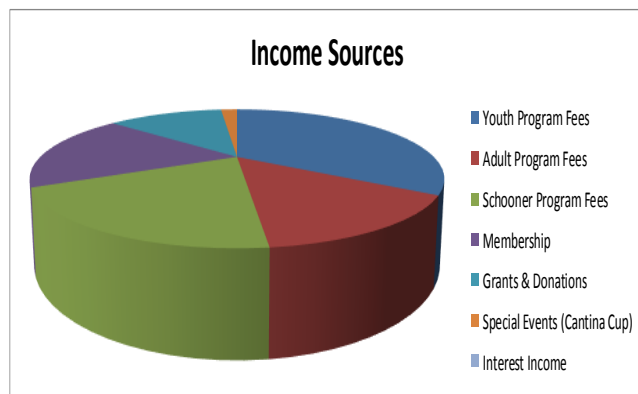
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| INCOME | |
| Youth Program Fees | \$145,742.00 |
| Adult Program Fees | \$63,095.00 |
| Schooner Program Fees | \$85,991.50 |
| Membership | \$78,850.00 |
| Grants & Donations | \$52,324.84 |
| Special Events (Cantina Cup) | \$7,395.00 |
| Interest 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.



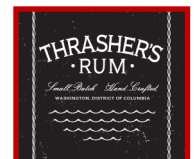
Donors

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
- ✦ The Kahlert Foundation

CAPTAIN (\$5,000—\$9,999)

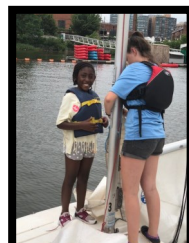
- ✦ Baltimore Community Fund
- ✦ Capital Yacht Club Community Chest

SKIPPER: (\$1,000—\$4,999)

- ✦ Caleb Boise
- ✦ Cantina Bambina
- ✦ Hal Young
- ✦ John Mahoney
- ✦ Roberta Wilson-Lowman
- ✦ Rosmatine Pondexter
- ✦ Steve Escobar

FIRST MATE: (\$500—\$999)

- ✦ Blair Overman
- ✦ Kate Blakely
- ✦ Ned Chalker



CREW: (Up to \$499)

- ✦ Alison Hottes
- ✦ Caroline & Ian DeWaal
- ✦ Christopher Lewton
- ✦ Daniel Sack
- ✦ Eloise Canfield
- ✦ Jon Zeidler
- ✦ Kate Blakeley
- ✦ Marie Palma Wilson
- ✦ Marisa Corrado Walsh
- ✦ Paul Johnston
- ✦ Temp Johnson



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

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