



2020 Annual Report



www.dcsail.org

2020—A Year in Review

Dear Friends:

As was the case for everyone across the globe, the Coronavirus had a major impact on DC Sail's operations and its financial position.

Early in the year, even before programs were underway, we experienced one of the very best years to date in registration activity for the upcoming season. For example, on January 2nd, we opened the Spring Season for our High School Racing Program and all 75 spaces available were sold out to capacity by 11:00 AM on the same day! By early March, our Kids Set Sail Summer Program was sold out to capacity with 240 registrations and we were on track with newly developed school partnerships to bring aboard youth sailors joining at full scholarship in the US Sailing Siebel Sailors Program and The Brendan Foundation Program.

"American Spirit" public ticketed event cruises and Private Charters were filling in the calendar by week and the Adult Lessons were sold out through early June. Plans were in place to train a new team of Volunteer Instructors, who were eager to support DC Sail's Adult Programs.

Before COVID-19 became the reality in Washington, DC in March, and the subsequent "stay at home orders," business and broad school closures, and multi-level restrictions on businesses and in personal lives, DC Sail was clipping along at an exciting and encouraging pace. Board of Directors and staff alike were enthusiastically looking forward to welcoming so many new and returning sailors for what we thought at the time 2020 would be a record breaking year for our small community sailing center.



COVID-19 HEALTH PRECAUTIONS

Please Wash Your Hands
Please Wear a Face Covering
Please Stay Physically Distanced
on the Docks



If you are not feeling well, please stay home and consult your medical professional.

Thank You!

This scenario fell apart fully due to COVID-19. DC Sail's docks are technically located on the District of Columbia's Park and Recreation property, so in addition to honoring the Mayoral and governmental restrictions on businesses, we were unable to reopen until early July when DPR parks and some facilities were able to reopen as well. When we were able to resume programming, it was with very careful and detailed COVID-19 restrictions for health and safety of our students, staff, and volunteers.

Staff and Instructors were provided with PPE and training. We purchased additional equipment so that every boat, tiller, sail, line, seat, etc., was power washed after every usage and purchasing no contact foot-pump operating handwashing stations placed on the docks. Reduced capacity of students was instituted to allow for minimum number of personnel on the docks. Maximum passenger counts allowable on the schooner for public and private events were cut in half, and 100% compliance for wearing face covering/masks by all staff and attendees were required. Students were required bring their own lifejackets and many other efforts established to keep everyone safe while engaging in our programs. Detailed reports and required advanced online registration for attendees in both the youth, adult and schooner programs for

potential COVID-19 Contact Tracing records were maintained and non-contact temperature screenings took place at check in for programs. We knew exactly who was on our docks & boats every moment. ***While it was cumbersome and a bit daunting, we are happy to report that not a single student or member complained and we had zero incident of reported illness.***

DC Sail in the end issued over \$80,000.00 in refunds for cancellations. However, in a positive light, we also ended the season with countless "waitlisted" registrants who were hopeful to get into our programs.

As we rebuild our finances in the 2021 and years ahead, we look to our friends and supporters to help with fundraising initiatives. We're so very grateful for your continued support of DC Sail—Thank You!

Youth Programs—Kids Set Sail Summer Camp



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.

In 2020, we incorporated the usage of the Flying Junior and RS Feva Fleets that allowed experienced older children, under careful supervision by staff, to single-hand the boats with instructors nearby in motor powered safety boats. While not an ideal scenario, it did allow for youth sailors to participate while maintaining social distancing. In DC, “summer camp in-person programs” were limited to groups of 10 or less attendees. We staggered arrival/departure times and kept the group sizes under 10 per cohort.

2020 Stats:

1. \$40,950 in Revenue. <Down from \$68,650 in 2019>
2. 115 Participants. <Down from 240 in 2019>
3. Over 150 Families on Wait Lists!

Through parental requests for cancellation and refunds, along with our own initiated cancellations to reduce group sizes, we were able to comply with the governmental mandates and still provide the program to 115 happy kids (and grateful parents too!)



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.

2020 Stats:

1. \$40,150 in Revenue. <Down from \$70,400 in 2019>
2. 75 Registrants for the 2020 Spring Season which was suspended in March 2020 and resumed with defined reduced capacity programming in summer with carefully managed single-handed sailing and siblings permitted to sail together. <Down from 143 in 2019>
3. 2020 Fall Season was fully cancelled due to COVID-19 restrictions in place prohibiting youth group sports from a variety of governmental, league and school authorities.



DC Sail Adult Programs

BEGINNER LESSONS & REFRESHER COURSE

- 75 New Beginner Lesson Participants. <Down from 192 in 2019>
- 0 Refresher Course Participants. <Down from 20 in 2019—Program only runs from the start of the sailing season through the end of June. Due to our mandated closure until July, the program was cancelled.>
- 31 Volunteer Instructors (compiling numerous hours of donated time to assure the success of our Adult sailing programs.)
- Revenue: \$24,070 Beginner Lessons <Down from \$55,680 in 2019 and Refresher \$75 Down from \$1,500 in 2019>

ADULT RACING PROGRAM

- Cancelled for the 2020 Sailing Season due to COVID-19 related low interest by Members and social distancing concerns.
- Will resume in 2021.

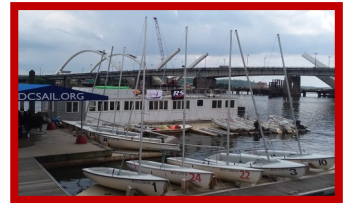
INTRO TO FJ'S

- Cancelled for the 2020 Sailing Season due to COVID-19 related low interest by Members and social distancing concerns.
- Will resume in 2021. Provides a more advanced sailing instruction and opens up Boat Rental opportunities for students.



MEMBERSHIP

- 158 Members. <Down from 400 in 2019>
- Member and Social Sails commenced in July 2020 and ran through mid-September 2020.
- Revenue: \$38,875 for Membership. <Down from \$91,715 in 2019>



2020 Cantina Cup — 13th Annual Fundraising Event

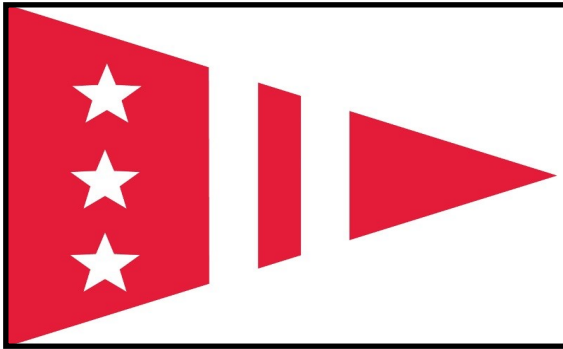
With most sincere gratitude, we thank all of our Racers, Attendees, Race Committees, Sponsors, and Volunteers and for a very successful 2019 event, and all the prior years of Cantina Cup!



COVID-19 fouled this very special event that is essential to DC Sail in its annual fundraising endeavors as well as a magnificent opportunity for sailors in the Washington, DC area to compete and enjoy socializing at our, you could say famous “After Party, sponsored by Cantina Bambina, Pearl Street Warehouse and The Wharf.

In 2020, with COVID— affecting the cancellation of literally hundreds to thousands of regatta events worldwide, we too suspended the event in 2021.

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! We hope to be back in action in 2021. **Save the date—Saturday, September 19, 2021.** THANK YOU!



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 to Public Cruises, Private Charters, and Educational Sails for youth groups.

In the fall of 2019, "American Spirit" was delivered to Annapolis, Maryland, for her Five-Year haul out and repairs. This was a scheduled event in preparation of her required United States Coast Guard full inspection. The inspection and her return to DC was planned for April 2020.

On March 23rd, Maryland's Governor issued statewide COVID-19 restrictions such as "stay at home orders," and closures of non-essential businesses, which included the marina where "American Spirit" was undergoing repairs. We were unable to resume the repair work and re-schedule the USCG inspection until June. She was finally able to return home to her docks at The Wharf at the end of June 2020.

Winter work on the boat included:

- ☞ Removal, inspection, and painting of both masts, as well as replacement of mast step pads, and repairs to the mast head shroud plates.
- ☞ Removal and replacement of rusted/deteriorating hull material. This included adding a scupper on either side where there was rusted through material at deck level, where the fuel tank vents were. The vents were also removed due to rust, and reinstalled further aft. The plate that was installed where the old vents were is capable of receiving a deck cleat in the future in wanted.
- ☞ Removal, cleaning, and replacement of all lead ballast. This allowed for the USCG to inspect the engine room hull from the inside, as well as bilge painting to be done.
- ☞ Inspection, cleaning, and painting of bilges.
- ☞ Opening and cleaning of through valves.
- ☞ Replacement of hatch doorframes and hatches.
- ☞ Full hull inspection conducted by USCG.
- ☞ Replacement of all hull, propeller and rudder solenoids.
- ☞ Inspection and tightening of steering apparatus.
- ☞ Fabrication and installation of new engine room hatch.

Total Cost of Repairs: \$19,181.21 Plus Staffing Hours

In a "normal year", we would be sailing from April, however, the delay cost three months of potential income and dock departures. Our Private Charters that were on the books, some secured from as long ago as summer 2019 to take place in 2020 were cancelled and refunded. The public ticketed events such as Cherry Blossom Cruises, Mother's Day, Fathers Day, 4th of July Fireworks Cruises, and two months of Sunset Sails were cancelled as well.

With the continuation of COVID-19 restrictions in DC, this required changes to how we were able to operate in keeping our staff and passengers safe. We reduced the passenger capacity count to allow for a little more space on the deck between guests, 100% mask compliance was instituted and while we were unable experience a full year of activities, thus reduced income.

We look forward to resuming full schooner operations in 2021!



2020 Sailing Stats:

- ☞ Total Revenue: \$8,625 <Down from \$87,932 in 2019>
- ☞ 5 Private Charters.
- ☞ 7 Ticketed Events.
- ☞ 12 Dock Departures.



Financials—FY 2020

ASSETS	
Current:	\$91,048
Fixed:	<u>\$92,218</u>
Total Assets:	\$183,266
LIABILITIES	
Current: SBA PPP & EIDL Loans (Covid-19 Recovery)	\$210,300.00
Other:	<u>\$0.00</u>
Total Liabilities:	\$210,300.00
INCOME	
Youth Program Fees	\$81,100.00
Adult Program Fees	\$25,545.00
Schooner Program Fees	\$8,625.00
Membership	\$38,875.00
Grants & Donations	\$59,201.65
Special Events (Cantina Cup)	\$0.00
Interest Income	<u>\$1.30</u>
Total Income	\$213,347.95
EXPENSES	
Program Services	\$ 284,198.25
Management & Admin	\$69,555.09
Special Events & Marketing	<u>\$8,152.85</u>
Total Expenses	\$361,906.19

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.

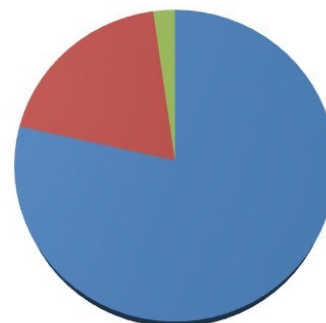


COVID-19 Related Purchases:
DC Sail provided PPE face coverings/masks for Staff and Instructors, no contact foot-pump operated handwashing stations, and additional power washing equipment. All boats and equipment were sanitized after every usage.

Income Sources



- Youth Program Fees
- Adult Program Fees
- Schooner Program Fees
- Membership



- Program Services
- Management & Admin
- Special Events & Marketing

Donors

We express gratitude to our Board of Directors, 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.

ADMIRAL (\$10,000+)

- ✶ James P. Muldoon
- ✶ The Kahlert Foundation

CAPTAIN (\$5,000—\$9,999)

- ✶ Baltimore Community Fund

SKIPPER: (\$1,000—\$4,999)

- ✶ Hal Young
- ✶ Port of Washington Yacht Club
- ✶ Scott English
- ✶ Roberta Wilson-Lowman

FIRST MATE: (\$500—\$999)

- ✶ Ned Chalker
- ✶ Paul Johnston
- ✶ Tom Sliter

CREW: (Up to \$499)

- ✶ Alicia Schmitt
- ✶ Alison Hottes
- ✶ Bonnie Hershberg
- ✶ Christopher Mann
- ✶ Daniel Sack
- ✶ Earl Lin
- ✶ Eloise Canfield
- ✶ Ian DeWaal
- ✶ Jessica Toy
- ✶ John Burns
- ✶ Joneis Thomas
- ✶ Justin Ryan
- ✶ Leah Karrer
- ✶ Marie Palma Wilson
- ✶ Temp Johnson
- ✶ Tom Sliter
- ✶ Wyatt Yankus
- ✶ Your Cause/Boeing Staffer

Chairman

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METCOR/LSI

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Retired

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OnePak, Inc.

Blair Overman
US Sailing

Patrick Rottman
Alice Deal Middle School

Oliver Whitney
The Sierra Club

Roberta Wilson
MBA/CPA

Economic Recovery Grants Received

- ✶ DC Microgrant—\$5,226.32
- ✶ DC Legacy Microgrant—\$4,160.00

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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