



2022 Annual Report



www.dcsail.org

2022—A Year in Review

Dear Friends:

2022 was an exceptional rebound from the previous two years!

We secured an increase in Membership, new adult students, and expansion back to pre-COVID levels with our Kids Set Sail Summer Camp Program and the High School Racing Program as well.

We send our most sincere gratitude to Board Member, Mr. Bruce Gates, in coordinating with Mr. Peter Grimm from the North Sails Fort Lauderdale, Florida loft for their assistance in securing a flight of brand new North Sails for our seven Flying Scot fleet. The Members were absolutely thrilled with the arrival of the gorgeous sails and we received compliments throughout the entire season—THANK YOU!



Dc Sail also extends our thanks to our major sponsors, donors and participants of the 2022 Cantina Cup Regatta and Fundraising Event which was successfully hosted on Saturday 17, 2023. Impressive turn out for the regatta and racing all day, followed by the smashing After Party at The Wharf, sponsored by our friends and long-term supporters at Cantina Bambina and Pearl Street Warehouse. With, “All Hands on Deck,” our talented Staff and Volunteers worked hard in both preparation and managing the day’s events. Job well done!



To our dedicated Volunteers, Members, Youth Program Parents, Donors, Board of Directors, and Staff, thanks so much for your continued support! We could not do what we do without **YOU!**

(Cover Photo Courtesy of JeffRayFilms)

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 2021 we successfully continued the usage of the Flying Junior and RS Feva Fleets that allowed experienced older children to explore the exciting higher levels of sailing in racing dinghies.

2022 Stats:

1. \$69,050
2. 240 Participants

DC Sail is one of only 38 “Sanctioned” US Sailing Community Sailing Centers in the United States. DC Sail earned this honorable distinction with the National Governing Body (NGB) of the sport of sailing based on the staff’s superior community outreach, specifically working with children in the

Washington, D.C. area. With exemplary on-the-water curriculum utilizing STEM (Science, Technology, Engineering, and Mathematics,) and an exceptional safety record, the non-profit creates unique sailing, boating safety and marine educational opportunities.

DC Sail has a lasting, positive impact on the lives of these youngsters who would otherwise not have the chance to experience being on and around the water. With confidence, we have seen lives change through these beneficial experiences.



Youth Programs—High School Racing

The High School Racing Program has been offered at DC Sail for many years, and historically 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.

A few of our Siebel Sailors Program Scholarship kids migrated to the High School Racing Program “Green Fleet” in preparation of the more demanding JV and Varsity level of sailing and engaged in their first “real regattas!” (Below photos courtesy of Tom Sliter)

2022 Stats:

1. \$58,850 n Revenue
2. 115 Participants Total



DC Sail Adult Programs

BEGINNER LESSONS & REFRESHER COURSE

- ☞ 140 New Beginner Lesson Participants.
- ☞ 36 Refresher Course Participants. *Program only runs from the start of the sailing season through the end of June.*
- ☞ Beginner Lessons Revenue: \$37,990. Refresher Course Revenue: \$1,650
- ☞ 43 Volunteer Instructors (compiling hundreds of hours of donated time to assure the success of our Adult Sailing Programs.)

ADULT RACING PROGRAM

- ☞ \$3,880 in Revenue
- ☞ 42 Participants

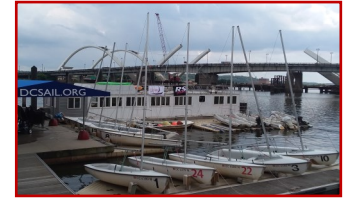
INTRO TO FJ'S

- ☞ \$4,200 in Revenue
- ☞ 28 Participants
- ☞ Provides a more advanced sailing instruction and opens up Boat Rental opportunities for students. Immersion into the Adult Racing Program.



MEMBERSHIP

- ☞ 382 Members
- ☞ \$77,310 in Revenue
- ☞ \$1,580 Rental Income



2022 Cantina Cup — 15th Annual Fundraising Event

DC SAIL
2022 CANTINA CUP
CANTINA bambina
 DISTRICT SNACKS • BAR
WHARF CAPITAL YACHT CLUB
AGUA301 **PACIFICO** **CLARA** **THRASHER'S RUM** **OmMade**
Hōkūpā'a **N** **PEARL STREET WAREHOUSE**

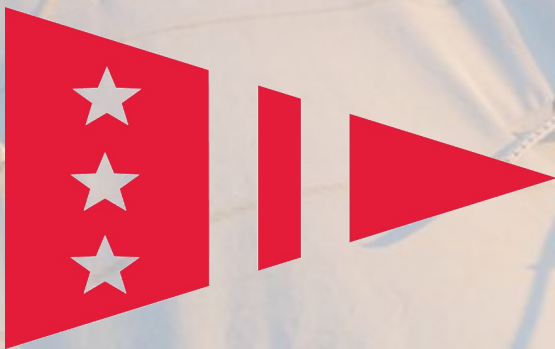
With our most sincere gratitude, we enthusiastically thank all of our regatta participants, partners, sponsors, members, staff, volunteers, donors, and guests for a wonderful day of sailing and celebrating in the evening at the After Party!

Our Youth Scholarship Program breaks the barriers to sailing and will continue to provide the unique and safe exploration of the beauty of the sport of sailing for children less fortunate than ourselves! [Please click here](#) to learn more about our Youth Scholarship Program.

Save the Date! The 16th Annual Cantina Cup will take place on Saturday,



Photo courtesy of JeffRayFilms



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.
- ☞ 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.
- ☞ Premium Events such as Mothers' Day Sail, Fathers' Day Sail, 4th of July Fireworks Sail.



2022 Sailing Stats:

- ☞ Total Revenue: \$71,730
- ☞ 55 Private Charters
- ☞ 15 Ticketed Events
- ☞ 69 Dock Departures

Financials—FY 2022

ASSETS

Current:	\$89,827
Fixed:	<u>\$54,976</u>
Total Assets:	\$144,803

LIABILITIES

Current:	\$156,153.00
Other:	<u>\$0.00</u>
Total Liabilities:	\$156,153.00

INCOME

Youth Program Fees	\$127,900.00
Adult Program Fees	\$49,300.00
Schooner Program Fees	\$71,730.00
Membership	\$77,310.00
Grants & Donations	\$57,149.10
Special Events (Cantina Cup)	\$4,250.00
Interest Income	<u>\$0.00</u>
Total Income	\$387,639.10

EXPENSES

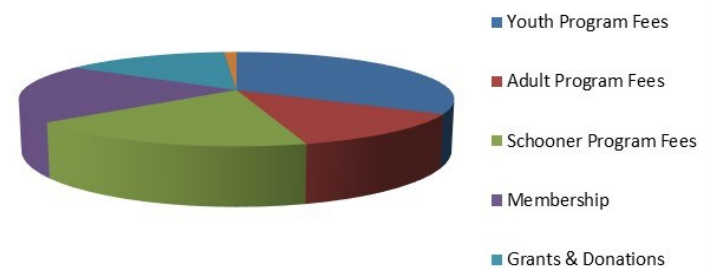
Program Services	\$310,597.34
Management & Admin	\$83,936.67
Special Events & Marketing	\$9,377.21
Total Expenses	\$403,911.22

As a 501(c)3 nonprofit organization, DC Sail carefully manages its financial transactions.

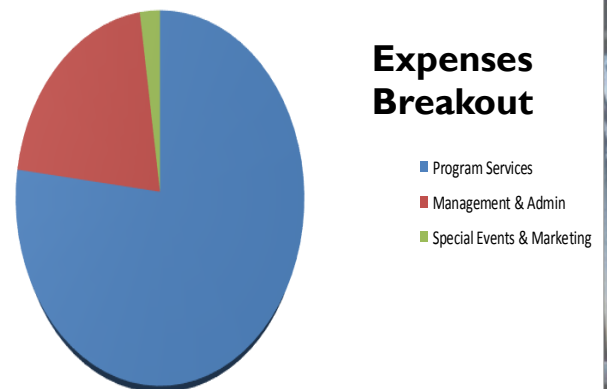
The organization has established protocol of Segregation of Duties with regard to income and expenditure processing. With the concept of having more than one person required to complete a task, there exists a, "Checks and Balances," approach to daily functions. The separation by sharing of more than 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



Expenses Breakout



Cantina Cup Regatta
 Registration Income: \$4,250
 &
 Halloween Regatta
 Registration Income: \$1,260

Donors & NMHF/DC Sail Board of Directors

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+)

- ☞ Cantina Bambina LLC
- ☞ Capital Yacht Club Community Chest
- ☞ Bruce Gates
- ☞ James Muldoon

CAPTAIN (\$5,000—\$9,999)

- ☞ Baltimore Community Foundation

SKIPPER: (\$1,000—\$4,999)

- ☞ Amazon.com
- ☞ Cantina Bambina LLC
- ☞ Roberta Wilson-Lowman
- ☞ Shearwater Sailing Club, Inc.

FIRST MATE: (\$500—\$999)

- ☞ Anne Kaiser
- ☞ Christopher Anelli
- ☞ Hokupaa Maritime Services, LLC
- ☞ Molly Medlin
- ☞ Om Lassi, LLC

CREW: (To \$499)

- ☞ Christopher Lewton
- ☞ Daniel Sack
- ☞ Denis Gray
- ☞ Laura Jones
- ☞ Mary Canfield
- ☞ Nancy Riker
- ☞ Nathaniel Arrington
- ☞ Richard O'Brien
- ☞ Tom Sliter

NMHF/DC Sail Board of Directors

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METCOR/LSI

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Bruce Gates
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Horacio Marquez
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Oliver Whitney
The Sierra Club

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Wilson
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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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