



2023 Annual Report



www.dcsail.org

2023—A Year in Review

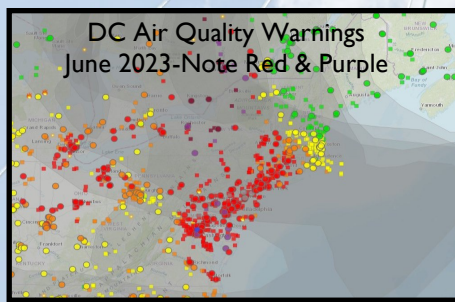
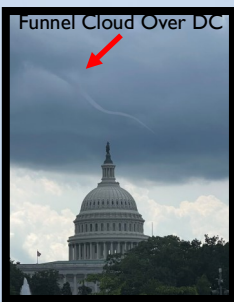
Dear Friends:

2023 Successfully delivered: Sustained increase in Membership numbers, Youth Programs that sold out to capacity in record time, Adult Beginner Learn to Sail Lessons that reached capacity in roughly 70 hours from opening registration, and an expansion of active participants in our Adult Racing Program!

And then...there were challenges. We had an 80' x 10' section of our floating docks partially submerge and required replacement along with other needed repairs, and that cost of \$8,000.00+ was an unexpected outlay in our slim operating budget.



Mother Nature was not kind in 2023, (we were not alone in this boat, so to speak,) with numerous weather-related cancellations. From severe thunderstorms, tornado warnings, dangerously high AQI Warnings with DC filling with smoke-filled air due to the Canadian wildfires, and excessively high-heat warnings and “stay indoors” orders for safety sake. These weather cancellations triggered an excess of \$23,000.00 in refunds to clients just within our American Spirit schooner operations. Again, unexpected, resulting in a strained financial performance.



On a MUCH happier note, let's talk about the positive experiences from 2023: DC Sail participated in the inaugural DC Boat Show at National Harbor in May 2023. Featured on the docks, American Spirit served as a meet & greet platform where Captain, Crew, and Staff welcomed visitors aboard for deck tours and to introduce our many sailing programs. Everyone enjoyed their experience, and for once, Ma Nature provided springtime warmth, sunny skies and refreshing breezes during the weekend-long event!



DC Sail extends our thanks to our major sponsors, donors and participants of the 2023 Cantina Cup Regatta and Fundraising Event which was successfully hosted on Saturday 16, 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!**

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.

Starting 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.

2023 Stats:

1. \$72,500 in Revenue
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.



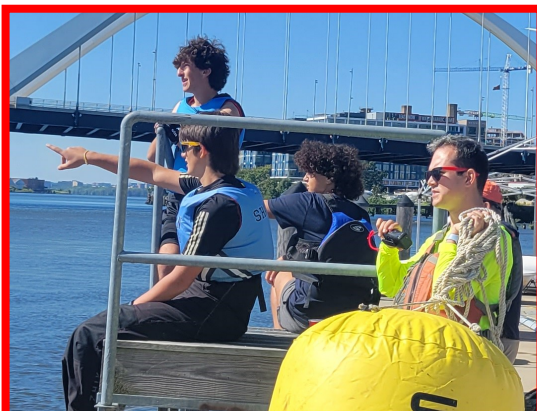
Youth Programs—High School Racing

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.

(Below photo courtesy of JeffRayFilms)

2023 Stats:

1. \$60,500 in Revenue
2. 112 Participants Total



Spring 2023 High School Racing Banquet & Awards Ceremony Hosted at the Capital Yacht Club!



DC Sail Adult Programs

BEGINNER LESSONS & REFRESHER COURSE

- ☞ 144 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: \$40,600. Refresher Course Revenue: \$1,350 *(Super Members receive an annual complimentary Refresher Course.)
- ☞ 40+ Volunteer Instructors (compiling hundreds of hours of donated time to assure the success of our Adult Sailing Programs.)



ADULT RACING PROGRAM

- ☞ \$6,290 in Revenue
- ☞ 50 Participants

INTRO TO FJ'S

- ☞ \$4,800 in Revenue
- ☞ 36 Participants
- ☞ Provides a more advanced sailing instruction and opens up Boat Rental opportunities for students. Immersion into the Adult Racing Program.

MEMBERSHIP

- ☞ 419 Members
- ☞ \$82,185 in Revenue
- ☞ \$2,980 Rental Income: 265 Rentals
- ☞ Evening Members Only Sails: 982 Attendees



2023 Cantina Cup — 16th Annual Fundraising Event

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!

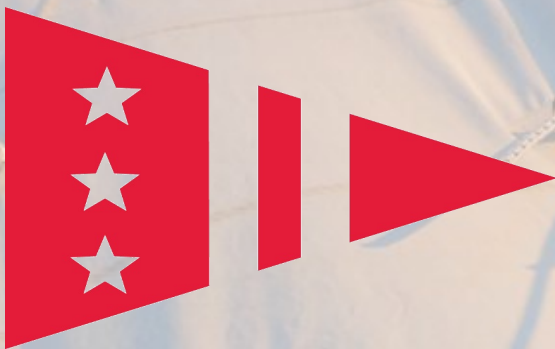
Our Youth Scholarship Program breaks the barriers to sailing and will continue to provide the unique and safe exploration of the beauty of the sport of sailing for children less fortunate than ourselves! [Please click here](#) to learn more about our Youth Scholarship Program.

Save the Date! The 17th Annual Cantina Cup will take place on Saturday, September 14, 2024.



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.



2023 Sailing Stats:

- ☞ **Total Revenue: \$54,400**
- ☞ 37 Private Charters
- ☞ 9 Ticketed Public Events
- ☞ 46 Dock Departures

As relayed in our "Welcome Message," 2023 brought numerous weather-related cancellations and with great disappointment, many of our events were unable to safely leave the dock.



Dock Departures	Private Charters	Public Events	Total
46	957 Passengers	263 Passengers	1,220
Cancelled Events	Private Charters	Public Events	Total
*13 Weather Related Cancellations	218 Passengers	217 Passengers	435



4th of July Fireworks Cruise Photos Courtesy of Capt. Nick Halkowski

Financials—FY 2023

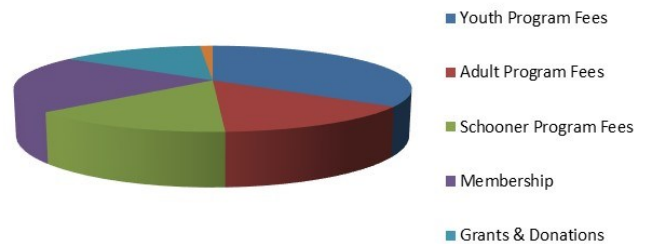
ASSETS	
Current:	\$56,393
Fixed:	<u>\$42,826</u>
Total Assets:	\$99,219
LIABILITIES	
Current:	\$158,255.00
Other:	<u>\$0.00</u>
Total Liabilities: (EIDL Loan)	\$158,255.00
INCOME	
Youth Program Fees	\$133,000.00
Adult Program Fees	\$56,020.00
Schooner Program Fees	\$54,400.00
Membership	\$82,185.00
Grants & Donations	\$54,000.46
Special Events (Cantina Cup)	\$4,825.00
Interest Income	<u>\$0.00</u>
Total Income	\$384,430.46
EXPENSES	
Program Services	\$ 305,205.03
Management & Admin	\$96,297.18
Special Events & Marketing	\$10,377.89
Total Expenses	\$411,880.10

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

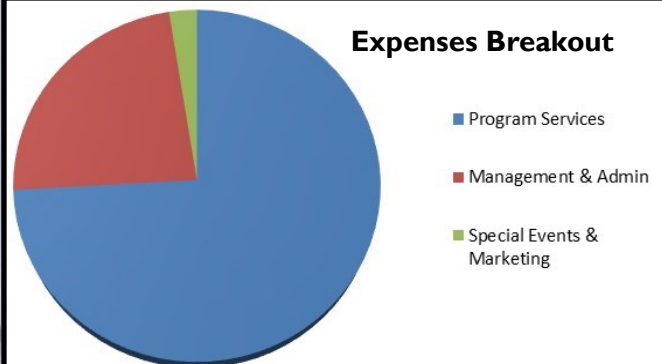
The organization has established protocol of Segregation of Duties with regard to income and expenditure processing. With the concept of having more than one person required to complete a task, there exists a, “Checks and Balances,” approach to daily functions. The separation by sharing of more than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



2023 Cantina Cup Regatta Registration Income: \$4,825
&
2023 Halloween Regatta Registration Income: \$1,645

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
- ☞ James Muldoon

CAPTAIN (\$5,000—\$9,999)

- ☞ Baltimore Community Foundation

SKIPPER: (\$1,000—\$4,999)

- ☞ Port of Washington Yacht Club
- ☞ Old Dominion Boat Club Foundation
- ☞ Roberta Wilson-Lowman.

FIRST MATE: (\$500—\$999)

- ☞ Anne Kaiser
- ☞ Daniel Smith
- ☞ Hokupaa Maritime Services, LLC

CREW: (To \$499)

- ☞ Amanda Ranalli
- ☞ Daniel Sack
- ☞ Erika Lilledahl
- ☞ F. Dean Copeland
- ☞ Gail Adams
- ☞ Jim & Cathy Elmore
- ☞ Laura Jones
- ☞ Mark Parker
- ☞ Matthew Gordon
- ☞ Ned Chalker
- ☞ Robert Cregg
- ☞ Tom Sliter

NMHF/DC Sail Board of Directors

Chairman Emeritus

James Muldoon
METCOR/LSI

Officers

Timothy Dickson
Groundswell Communications, Inc.
President

Richard O'Brien
Consultant
Vice-President

Hal Young
Young Accountancy Group
Treasurer

Directors

Marc Apter
Image Power, Inc.

Nicole Didyk Wells
Federal Aviation Administration

Bruce Gates
Three Oaks Asset Management

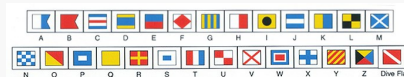
Horacio Marquez
OnePak, Inc.

CDR Krysia Pohl
United States Coast Guard

Dr. Joneis Thomas
Venesco LLC

Oliver Whitney
The Sierra Club

Roberta Wilson
MBA/CPA



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[®]

DC Sail

Mailing Address:

650 Wharf Street SW

Unit 20

Washington, DC 20024

202.547.1250

www.dcsail.org