



2021 Annual Report



www.dcsail.org

2021—A Year in Review

Dear Friends:

2021 was truly a “rebuild” year with the help of our Staff, Board of Directors, Members, Youth Program Parents, and Donors, who provided support by way of management and registrations for our programs, sailing events, and financial assistance.

We experienced a steady increase in activity as COVID-19 restrictions were slowly but surely lifted and with careful management of health and safety protocols in place, DC Sail operations were successfully executed above the previous year’s challenges.

DC Sail applied and were approved for a second round of Paycheck Protection Program in January. Gladly, we were able to maintain 100% of our talented and dedicated Staff with the aid of this governmental financial assistance.

Programs that we were able to resume after having been suspended or cancelled in 2020:

➤ Volunteer Instructor Training



We gratefully hosted nine new Volunteer Instructors who attended an in-person training in April. Training took place on our DC Sail docks, versus indoors, and everyone remained masked during the session and while on the water for curriculum practice.

➤ High School Racing Program

We had a “modified” Spring Season for youth sailors to attend after-school practices. There were no weekend regattas, which was common with other sailing operations. The kids really enjoyed being able to return to some form of “normalcy” and engage in their favorite sport! By Fall, High School Racing was fully operational and sailors attended both home and away weekend regattas!

➤ Siebel Sailors Program

In Spring and Fall, we resumed full programming for the Siebel Sailors Program. Sailors attended 16 weeks of after-school training along with two full weeks of Kids Set Sail Summer Camp. Our Siebel Sailors participated in the programs on full scholarship at no cost to their families,

➤ Cantina Cup

After a COVID-19 “hiatus” in 2020, we hosted the 14th Annual Cantina Cup Regatta and Fund Raising Event! Utilizing the Flying Junior fleet, there were 18 Teams (36 Sailors) on the water during the day and for the first time since 2019, we were able to safely gather together for the After Party hosted by Cantina Bambina and The Wharf!



All things considered, overall, it was a great year! We’re so very grateful for your continued support of DC Sail—Thank You!

(Cover photo courtesy of Tom Sliter.)



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.

2021 Stats:

1. \$47,450 in Revenue <Up from \$40,950 in 2020 >
2. 155 Participants. <Up from 115 in 2020>

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.

2021 Stats:

1. \$40,070 in Revenue
2. 65 Participants Total

Returning to the water in 2021 was a great relief for our high school sailors (and their parents!) after all the hardships with virtual and hybrid schooling, distancing from their friends, and little engagement in social settings in 2020. We hosted a “modified” spring season with 30+ sailors attending after-school practices. Then in the fall, we resumed full activity including weekend regattas.

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!”



DC Sail Adult Programs

BEGINNER LESSONS & REFRESHER COURSE

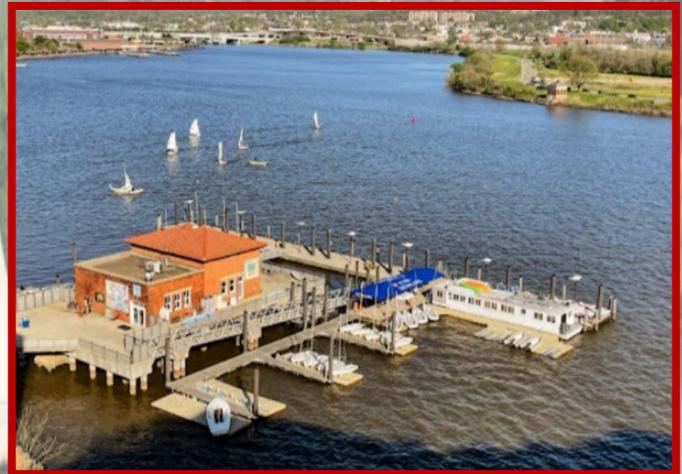
- ☞ 121 New Beginner Lesson Participants. <Up from 75 in 2020>
- ☞ 24 Refresher Course Participants. <Up from 1 in 2020> Program only runs from the start of the sailing season through the end of June.
- ☞ Beginner Lessons Revenue: \$33,350 Beginner Lessons <Up from \$24,070 in 2020>
- ☞ Refresher Course Revenue: \$1,350 <Up from \$75 in 2020>
- ☞ 38 Volunteer Instructors (compiling hundreds of hours of donated time to assure the success of our Adult Sailing Programs.)

ADULT RACING PROGRAM

- ☞ \$1,855 in Revenue <Up from \$0 in 2020>
- ☞ 27 Participants

INTRO TO FJ'S

- ☞ \$3,750 in Revenue <Up from \$0 in 2020>
- ☞ 26 Participants
- ☞ Provides a more advanced sailing instruction and opens up Boat Rental opportunities for students. Immersion into the Adult Racing Program.



MEMBERSHIP

- ☞ 312 Members <Up from 158 in 2020>
- ☞ Member and Social Sails commenced in May 2021 and ran through mid-September 2021.
- ☞ \$73,875 in Revenue <Up from \$38,875 in 2020>



2021 Cantina Cup — 14th Annual Fundraising Event

A collection of logos for the 2021 Cantina Cup event. At the top left is the DC SAIL logo, featuring a red pennant with three white stars. To its right is the 2021 CANTINA CUP logo, which includes a silhouette of the US Capitol building and a red sail. Below these are the CANTINA bambina logo in yellow and red script, and the DISTRICT WHARF logo in bold black letters. At the bottom are logos for AGUA301 (MODERNO MEXICANO), THRASHER'S RUM, PEARL STREET WAREHOUSE, SAILORS OF THE SEA (with a "CLEAN REGATTAS" tagline), Capital Yacht Club (with a pennant flag), and CERVEZA PACIFICO GLARA.

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!

We have posted a photo gallery on our Facebook Page. [Please click here](#) to be delivered to the album. (*Photos courtesy of Tom Sliter.)

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 [15th Annual Cantina Cup](#) will take place on Saturday, September 17, 2022.



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.



2021 Sailing Stats:

- ☞ **Total Revenue: \$67,675**
- ☞ 44 Private Charters
- ☞ 15 Ticketed Events
- ☞ 56 Dock Departures
- ☞ 2021 was an impressive year despite still having to be concerned with COVID

For Comparison—2020 Sailing Stats:

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

Financials—FY 2021

ASSETS

Current:	\$106,682
Fixed:	<u>\$71,947</u>
Total Assets:	\$178,629

LIABILITIES

Current:	\$145,200.00
Other:	<u>\$0.00</u>
Total Liabilities:	\$145,200.00

INCOME

Youth Program Fees	\$88,150.00
Adult Program Fees	\$42,165.00
Schooner Program Fees	\$57,675.00
Membership	\$73,525.00
Grants & Donations	\$52,728.04
Special Events (Cantina Cup)	\$1,975.00
Interest Income	<u>\$0.00</u>
Total Income	\$316,218.04

EXPENSES

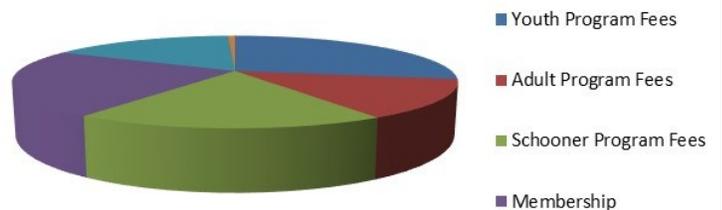
Program Services	\$265,530.45
Management & Admin	\$75,090.24
Special Events & Marketing	<u>\$8,172.39</u>
Total Expenses	\$348,793.08

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



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+)

- ✦ Baltimore Community Foundation
- ✦ Capital Yacht Club Community Chest
- ✦ Bruce Gates
- ✦ James Muldoon

CAPTAIN (\$5,000—\$9,999)

- ✦ None

SKIPPER: (\$1,000—\$4,999)

- ✦ Cantina Bambina LLC
- ✦ Roberta Wilson-Lowman

FIRST MATE: (\$500—\$999)

- ✦ Ned Chalker
- ✦ Anne Kaiser

CREW: (Up to \$499)

- ✦ Amazon Smile
- ✦ Chris Anelli
- ✦ Mary Canfield
- ✦ Ryan Compton
- ✦ Caroline DeWaal
- ✦ Facebook Fundraising Activities
- ✦ Alison Hottes
- ✦ Winthrop Johnson
- ✦ Daniel Sack
- ✦ Tom Sliter
- ✦ Marie Palma Wilson

NMHF/DC Sail Board of Directors

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METCOR/LSI

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Guidehouse Consulting

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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

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