

2013 ANNUAL REPORT



BALTIMORE'S COMMUNITY SAILING CENTER

Where sailing is for everyone.



A MESSAGE FROM THE BOARD CHAIR & EXECUTIVE DIRECTOR

Located in the center of Baltimore City, the Downtown Sailing Center brings diverse people of all ages and backgrounds together through sailing, education, volunteerism and community. The experience of sailing with the entire community, regardless of ability or disability, is the core mission of the Downtown Sailing Center. Our facility is a key community asset, providing unmatched on the water programming to over 2,500 individuals per year.

Our programs offer all levels of sailing and volunteerism to the Baltimore Community. Our Sailing Instructor Training (SIT) program offers inner city students the opportunity to become US Sailing certified instructors, providing priceless new skills which will enhance all of their future endeavors. The 2013 SIT class of 10 students, including two refugees, received not one, but two national certifications through US Sailing Association and gained valuable training in workforce development, financial literacy and college preparation.

This year the DSC served over 300 persons with disabilities, who experienced a sense of freedom that they do not find on land. Through grants and donations, DSC was able to provide programming at no cost for groups including, Pathfinders for Autism and Baltimore Adaptive Recreation and Sports. Our outreach programs also served over 852 youth. The youth who came to the DSC engaged in activities that were stimulating and encouraged active participation. They learned valuable like skills through applied sciences, math and literacy development. Our outreach programs are largely supported by grants and donations, as well as our dedicated and trained volunteers, who help individuals to get into and out of the boats, serve as sailing buddies, coordinate activities, among many other tasks.

Through generous donations and the continued dedication of our volunteers, our fleet of boats looks better than ever in 2013. With donor support the DSC was able to make a large capital purchases that included a fleet of new sails and three new access dinghies. We were able to accomplish more work on our boats this year, with the donation of warehouse space for our volunteers to work inside a heated facility, allowing us to work on our boats all year, as well as in any type of inclement weather. Our improved fleet now opens the doors to a higher quality sailing experience for all participants.

OUR VISION:
To be a world class community sailing center that enriches the lives of the individuals we serve.

2014 marks the 20th Anniversary of the Downtown Sailing Center. In the coming year we will reflect on our progress to date and chart our course for the next 20 years. In 2014 we

will focus on increasing our programs to include a week long STEM (science, technology, engineering and math) program for Baltimore City youth and new engaging opportunities for all of our constituents.

Over 150 donors and contributors and over 200 volunteers helped to make the Downtown Sailing Center an overwhelming success in 2013. We have deep gratitude for all of your support and we look forward to our continued partnership to continue to fulfill our mission in bringing the Baltimore community together through sailing and volunteerism.

Sincerely,

Kathleen Lester, Board President

Lynn Handy, Executive Director

OUR MISSION: The Downtown Sailing Center provides quality education and life-enriching programs that promote self-esteem and teamwork through the joy of sailing. The Downtown Sailing Center is committed to promoting an environment of inclusiveness and accessibility, especially to youth, persons with disabilities, and those with limited opportunity.

OUR VALUES:

COMMUNITY ORIENTED: The DSC serves the community, especially youth and individuals with disabilities and limited opportunities.

LEARNING/EDUCATION/EXPERIENCE FOCUSED: Education is the key to self-improvement; therefore the DSC incorporates education and learning into all its programs.

SAFETY: The DSC has a deeply rooted, zero-incident safety culture that views safety as a part of our organizational ethic. Safety of our participants, volunteers and staff is always our first consideration.

COMMITMENT TO QUALITY: The DSC prides itself in the highest quality standards and is committed to continual assessment and improvement in order to deliver outstanding programs.

INCLUSIVENESS/DIVERSITY: The DSC welcomes and seeks to engage all regardless of race, ethnicity, religion, age, gender, sexual orientation, income or level of ability/disability.

VOLUNTEERISM: The DSC depends on a large volunteer base to support all aspects of our programming.

RESPECT: The DSC believes that all people should be treated equally with respect and dignity and strives to create a community that embraces this value.

COMMUNITY SERVICE: The DSC strives to become a cornerstone in our community and encourages service and volunteerism.

FLEXIBILITY: The Downtown Sailing Center recognizes that sailing requires us to monitor and adjust to ever changing conditions. We take that lesson and apply it to everything we do, always remaining open to new opportunities.

COMMITTED TO CONSTANT IMPROVEMENT: Through careful evaluation and commitment to honest review of our operation and mission the Downtown Sailing Center consistently strives to improve and progress.

PROGRAMS

The Downtown Sailing Center offers a variety of programming that reaches out to the entire community. For adults, we offer adult education, recreational sailing open sails, Thursday Night Racing and cruising education. For youth, we offer junior's camp, outreach programming that includes STEM curriculum, literacy education and Sailing Instructor Certification. For persons with disabilities we offer, accessible Saturdays, racing education and group outings.

In 2013, the DSC's programmatic goals included an emphasis on increasing our quality of instruction. We were able to add to our curriculum in the following areas: workforce development, education, STEM (Science Technology, Engineering and Math), and independent living for the entire Baltimore Community.

In 2013, we served 2,739 individuals, across nine programs with many individuals participating in more than one program.

ACCESSIBLE SAILING: FOSTERING INDEPENDENCE

For the 18% of children and adults living with some type of disability, accessible sports and recreational programs are limited. Most often children with severe disabilities are excluded from summer enrichment programs.

Accessible sailing at the DSC enhances coordination, balance, communication, comprehension and visual stimulation. Accessible sailing also builds confidence and self-esteem, prevents social isolation and enhances the participant's overall well-being.

Access Dinghy Enhancement Project

In 2012, many of the DSC access dinghies were in disrepair. Their steering controls and rudder controls were breaking on a daily basis. With the support of generous donors, the access dinghy fleet transformed over the course of the 2013 season. The DSC was able to purchase

three new boats, significantly expanding our fleet. The DSC also provided much needed maintenance to the fleet which included better steering controls, brand new rub rails and covers to protect from rain and sun damage.

Accessible Sailing Highlights:

- 3 new dinghies were added to our fleet.
- A total of 380 individual participants from various accessible programs throughout the Baltimore region. Since many of these individuals spent multiple days on the water, individuals with disabilities spent a total of 421 days on the water in 2013.
- 16 no-cost sailing days for over 90 accessible sailors
- 6 on the water sailing days for the National Federation of the Blind
- Recognition in the Kennedy Krieger study: entitled, "Study Results Highlight Virtual Sailing's Benefits to SCI Patients"
- Employment of a part-time fleet helper with disabilities through the League for People with Disabilities

Accessible Sailing Client Organizations:

- Special Olympics: Central Md.
- League for People with Disabilities
- National Federation of the Blind
- Blind Industries of Md.
- M.A.S.T.: Workforce Development Program
- Howard County Department of Recreation: Inclusion Program
- Baltimore County: Ridge Camp
- W.E.A.N. (Women Embracing Abilities Now)
- Kennedy Krieger Summer Program
- Accessible Softball Youth Program
- Lollipop Kid's Foundation: Support program for youth with disabilities
- Pathfinders for Autism

YOUTH COMMUNITY OUTREACH: FOSTERING EXPERIENTIAL LEARNING

Outreach programs demonstrate the DSC's commitment to ensure that all people, regardless of economic status, race, ability, opportunity, or any other attribute have full access to the water. We partner with a wide array of organizations serving at-risk youth in Baltimore City to provide educational, sailing and life-skills lessons on the water. Participants who come to the DSC engage in activities that are stimulating and encourage active participation. They learn valuable life skills through applied sciences, math and literacy development.



The Sailor Instructor Training (S.I.T.) program is the DSC's flagship youth outreach program. The program is a summer-long paid internship available to at-risk city high school students. The SIT Program provides our participants an opportunity to move beyond their neighborhoods to new possibilities.

Outreach Highlights:

- A total of 852 participants were served in our outreach programs this summer representing a total of 1293 days on the water.
- For the first time, our 10 SIT participants received two national certifications through the US Sailing Association.
- A post-STEM (science, technology, engineering and math) Program survey found that all educators would highly recommend our program to other schools.
- In the second year of the DSC Learn To Read initiative in partnership with the Baltimore Museum of Industry and Parks and People's Superkids Camp, we increased the size of our reach to 440 Baltimore City Youth.

Outreach Client Organizations:

- Cub Scouts: Howard County
- MidTown Academy: Baltimore City Public Charter Middle School
- UMBC: Summer Program for International Youth Leaders
- Bridges: 8th grade summer enrichment program

PROGRAMS (continued)

- SuperKids Camp: Learn to Read Program with Parks and People Foundation
- CollegeTown: LeaderShape Summer Program
- Ingenuity Project: Baltimore City Middle School Students
- Baltimore Conservation Corp: Summer Workforce Development Program
- Hampden Family Center: Summer Youth Program
- Mar-Lu Ridge Counselors Program
- Boys Hope Girls Hope
- Cristo Rey High School
- Digital Harbor High School
- Bridges: Workforce Development Program
- Elijah Cummings: Youth Program

YOUTH PROGRAMS: FOSTERING OUTDOOR EDUCATION

The DSC's Youth Programs serve children 8-16 years of age. We offer summer camps where participants are taught to sail on Access Dinghies or keelboats, along with environmentally focused education including STEM projects through the US Sailing REACH! Modules.

Youth Highlights:

- A total of 115 youth were served through all of our Youth programs this summer.
- Our youth program produced the DSC's first ever 12 year old skipper during our One Design Racing Night.
- Our youth program produced 4 volunteers and 2 assistants for our outreach and accessible programs.

ADULT / MEMBER PROGRAMS: FOSTERING SAILING EDUCATION

One of the truly unique and exciting aspects of the DSC is the variety of people who come together to work and play side-by-side, where individuals of all ages, genders, races, cultures, economic status, and religion come together in community, at the DSC. We served 545 individuals in our various adult and member programs in the 2013 season.

Adult Highlights:

- **Racing:** Our 'Thursday Night Racing' program included five Race Series, each comprised of five racing nights. 20 racing skippers participated, with 10 boats on the starting line each week. Members of our racing program also volunteered countless hours of boat maintenance and program support. DSC racers raised \$20,000 to support our accessible and outreach programs at the 2013 Charm City Ya Gotta Regatta Event.

- **Cruising:** The DSC cruising program held over 20 cruising events that included raft-ups, work parties and cruising education courses. In addition to selling three cruising boats last year, we were gifted a new boat to add to our fleet. We trained 14 members through our 'Cruising Skipper Development' course. The program is led and run by volunteers with members dedicating hundreds of hours to fleet maintenance and sailing training.
- **Recreational Sailing:** Had over 35 open sails throughout the season and had 187 sailors participate in the program. During member sails volunteer skippers provide valuable on the water knowledge to all of our new sailors. These 30 dedicated member skippers also volunteered across all programs and provide valuable support to our recreational sailing and accessible programs.
- **Adult Education Program:** The DSC diversified our sailing education to increase the quality and options for our participants. Our formal sailing education program ranges from a 40 hour US Sailing Certification Course to a 3 hour to learn to sail clinic. Over 150 individuals participated in our adult education program in 2013.
- **Sailing Social League:** In partnership with the Baltimore Social Sports the DSC offered a Sailing Social League, the first of its kind in the nation. The program was powered by DSC volunteer skippers who coached the new sailors around the course.

CORPORATE OUTINGS, TEAM BUILDING, AND VOLUNTEER EVENTS: FOSTERING COLLABORATION

The Downtown Sailing Center's corporate events foster collaboration, trust, creative thinking, and camaraderie. In our post-event survey the majority of our participants said they would recommend this experience to other corporations. The DSC also expanded our corporate volunteer opportunities to include half day and full day volunteer options. Our corporate offerings give every client an opportunity to not only benefit their company but also benefit the greater Baltimore community.

Highlights:

- **Deloitte Consulting Impact Day:** Over 40 volunteers working to prepare the fleet for the accessible season
- **RCM&D Regatta:** Their annual corporate Regatta was held at the DSC in 2013 and raised over \$75,000 for local charities.

CHARM CITY'S YA' GOTTA REGATTA: FOSTERING COMMUNITY ENGAGEMENT

Our annual Regattas have grown and evolved into a more inclusive celebration and in 2013 was inaugurated as the First Annual Charm City's Ya' Gotta Regatta. The goal of the Regatta was to raise money to support our outreach and accessible programs and celebrate the success of our season. Our community came together to form 15 fundraising teams and raised over \$20,000 in individual donations and \$30,000 in sponsorships.

On the weekend of September 21st-22nd, the entire Baltimore sailing community came together to celebrate and to race around the Harbor. There were outreach participants, accessible sailors, one design racers and big boat racers sailing throughout the weekend. The event brought the entire Baltimore sailing community together to support DSC Community Programs.

Volunteer Recognition:

The Downtown Sailing Center values the role of volunteerism and fosters the importance of giving back to the greater community. We had over 150 volunteers logging over 4,128 hours and serving over 2,000 individuals. The 2013 Volunteer Honor Roll demonstrates the power of what we can achieve by giving back to together.

Members of the 2013 Volunteer Honor Roll:

Bob Baginski	Jenn Millar
John Ball	Gareth Morgan
Tom Bowman	Harish Neelakandan
Kathy Buckley	Jack Payne
Claire Corcoran	Chris Quinn
Josh Ewen	Dave Riley
Ben Harris	Phoebe Spare
Eliza Harris	Pat Strewig
Todd Jenner	Nick Thomas
Brian Kane	Lisa VanSant
Bruce Levy	Jarvis Wheeler



TONNETTE AUSTIN: ACCESSIBLE SAILOR AT THE DSC



Tonnette is currently pursuing her degree in Criminal Justice at Essex Community College. She has been sailing with the DSC accessible program for two years.

Q. How did you find out about the DSC accessible program?

Rufus a friend of mine introduced me to the DSC program. I have always been interested in learning how to sail and owning my own boat. Rufus started asking around and he found this program for me. I feel that sailing is something that is different and outside of the box. I have always pursued those kinds of experiences. So when he found this program I couldn't be more excited.

Q. What is your favorite part of our program?

I love EVERYTHING about this program. It is better than I could imagine. I love getting out there and learning all aspects of the sport. I have also been reviewing the Basic Keelboat book to learn everything I need to know.

Q. Which boat do you prefer to sail and why?

I enjoy sailing on the Sonar because its bigger and there is so much to do! I have done all positions on the boat but I prefer being on the tiller. I feel in more control and I love finding the wind.

Q. Why do you want to own your own boat?

I love traveling and I believe that owning my own boat will give the opportunity to travel with no restrictions. It will be the best way to see the world. I have never let anything hold me back so I look forward to continuing on that journey.

HENRY: JUNIOR SAILOR, VOLUNTEER AND ONE DESIGN RACER

Q. How old were you when you started sailing at the DSC?

I have been sailing my whole life, I don't even remember when I first got on a boat. I know that I started sailing at the DSC as soon as I was eligible, so 8 years old!



Q. What is your favorite part of the Junior Program?

It's just so much Fun, you get to sail all day! I love being outside and having fun while sailing. I also love hanging out with good friends.

Q. How did you get into racing on Thursday nights?

I sail with my dad on Tuesday nights with BCYA (Baltimore City Yacht Association). Some of our crew sail on Thursday nights. I thought it would be really cool to try racing on a J22.



Q. Do you like sailing on Thursday against all the adults?

Thursday nights I love sailing! It's very competitive and I like competition. I really enjoy the community of racers! They have taught me a lot and I have learned a lot. A lot of the people come up to me and give me tips to help me become better. It's just really great.

Q. This year you volunteered to help with the DSC accessible program, how was that experience?

It was a fun way to spend Sunday morning. It really opened my eyes on how much sailing can change a person. All the sailors with disabilities were filled with excitement and joy. I really loved seeing how much fun they had and how they really appreciated it. Made me happy to see a smile on their face and that I could help.

Q. Why do you love sailing?

The fact that there is so much adrenaline and relaxation all in the same sport! I love to be on the water and enjoy the scenery and I enjoy all the competition. The great thing about the sport is that you're never really perfect sailing, you can always get better and keep learning and learning... there's never a limit.



2013 GIFTS AND DONOR CIRCLE PARTICIPANTS



The Downtown Sailing Center wishes to acknowledge and thank the generous donors and sponsors who have donated \$50 or more in the 2013 Fiscal Year.

These funds provide substantial advantages for all constituents, and are due entirely to your generous tax-deductible support! Thank you for your generosity and commitment to the mission of the Downtown Sailing Center.

Premier Giving Circle (\$30,000-\$39,999)

Knott Foundation

Sail Donation (\$20,000-\$29,999)

Anonymous

Racing Giving Circle (\$9,999-\$19,999)

Clayton Baker Trust
The CarMax Foundation
Jean and Sidney Silber Foundation
War Horse LLC

Leadership Giving Circle (\$5,000-\$9,999)

Ms. James and Lise Crafton
UPD Consulting

DSC Giving Circle (\$2,500-\$4,999):

Mr. Greg Cantori
The Dillon Fund
The Kahlert Foundation
Mrs. Kathleen Lester
Tracey Shutty and Family
RCM&D
Under Armour

Keelboat Giving Circle (\$1,000-\$2,499):

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Anonymous
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Local Chartering Captain
Mr. and Mrs. Steve and Shannon Darlington
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Mr. and Mrs. John Corkran, Jr.
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Mr. Bryan Richardson

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Safety Giving Circle (\$500-\$999)

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Gaylord Brooks
Olivia Constants Foundation
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Mr. Mike Everett
Dr. Craig Feied
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Mr. and Mrs. Archie and Rita Handy
The League for People with Disabilities
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Ms. Carolyn Mollenkopf
Mr. and Mrs. Esther and William Sheppard
Mr. Doug Silber
Salesforce Foundation
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Mr. Charles Tucker

Dinghy Giving Circle (\$200-\$499)

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BCYA: Baltimore City Yacht Association
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Mr. Paul Tracy
Mr. Alan Trinkle
Ms. Talya Vatman
Ms. Meagan Waters
Ms. Regina Welsh
Mr. Tony White

STATEMENT OF FINANCIAL POSITION

As of November 30, 2013

Assets	(Reviewed) 2013	(Audited) 2012
Current Assets		
Cash and Cash Equivalents	\$ 76,354	\$ 116,233
Pledges Receivable	12,548	45
Accounts Receivable	6,559	-
Prepaid Expenses	24,756	23,977
Assets Held for Sale	16,500	4,386
Total Current Assets	\$ 136,717	144,641
Property and Equipment, net	\$ 320,713	350,945
Total Assets	\$ 457,430	495,586
Liabilities and Net Assets		
Current Liabilities		
Line of Credit	\$ 23,650	\$ 23,801
Accounts Payable and Accrued Expenses	6,690	7,359
Deferred Membership Dues	5,175	35,550
Total Current Liabilities	\$ 35,515	66,709
Net Assets		
Unrestricted		
Operations	\$ 92,384	60,620
Investment in Property and Equipment	297,063	327,144
Total Unrestricted Net Assets	389,447	396,764
Temporarily Restricted	32,468	32,113
Total Net Assets	\$ 421,915	428,877
Total Liabilities and Net Assets	\$ 457,430	\$ 495,586

STATEMENT OF ACTIVITIES

For the Year Ended November 30, 2013 (Reviewed)

	Unrestricted	Temporarily Restricted	Total
Revenue, Gains, and Other Support			
Earned Income			
Community Outreach	\$ 29,824	\$ 900	\$ 29,824
Juniors Camp	54,853	-	54,853
Adult Education	84,324	-	84,324
Membership Dues	155,058	-	155,058
Event Fees	4,407	-	4,407
Merchandise	260	-	260
Other Support:			
Contributions and Grants	71,903	96,988	168,891
Gain on Sale of Assets	11,614	-	11,614
In-Kind Contributions	62,430	-	62,430
Net Investment Loss	(404)	-	(404)
	\$474,269	\$ 96,988	\$571,257
Satisfaction of Purpose Restrictions	96,633	(96,633)	-
Total Revenues, Gains & Other Support	570,902	355	571,257
Expenses			
Program Services:			
Community Outreach	126,025	-	126,025
Juniors Camp and Adult Education	134,084	-	134,084
Membership	186,330	-	186,330
Total Program Services	446,439	-	446,439
Supporting Services:			
Management and General	118,656	-	118,656
Fundraising	13,124	-	13,124
Total Supporting Services	131,780	-	131,780
Total Expenses	578,219	-	578,219
Change in Net Assets	(7,317)	355	(6,962)
Net Assets, Beginning of Year	396,764	32,113	428,877
Net Assets, End of Year	\$ 389,447	\$ 32,468	\$ 421,915



BOARD OF DIRECTORS

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Charles Tucker, Associate Member

DSC STAFF

Lynn Handy, Executive Director
Jack Pettanati, Office and Membership Manager
Stuart Proctor, Programs & Education Manager

BALTIMORE'S COMMUNITY SAILING CENTER

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