

2007
ANNUAL
REPORT



Where sailing is for everyone.



MESSAGE FROM THE PRESIDENT



The mission of the Downtown Sailing Center is to provide accessible and affordable educational sailing programs to all. We should really be called the "Downtown Sailing Community." We are a community of individuals, from as far as Pennsylvania and Washington, D.C., ranging from retiree's to college students, professionals and blue collar workers, from all walks of life, economic, race and religious affiliation. Most came to the DSC to learn how to sail or to volunteer in the many outreach programs we provide for at-risk children and persons with disabilities.

The essential mission of the Downtown Sailing Center is to provide accessible and affordable sailing opportunities and education programs to all. We should really be called the "Downtown Sailing Community." We are a community of individuals, from as far as Pennsylvania and Washington, D.C., ranging from retirees to college students, professionals and blue collar workers, from all walks of life, economic, race and religious strata. Most came to the DSC to learn how to sail or to volunteer in the many outreach programs we provide for at-risk children and persons with disabilities.

Our strength is in the incredible dedication and volunteerism of our many hundred adult members, a dedicated and extremely hard-working core staff and a volunteer Board of Directors. Coordinated with the Staff, our members teach classes, work with kids, secure donations of boats and sails, and log thousands of hours in service work in areas as diverse as engine and fiberglass repair, boat maintenance and repair, marketing, printing, graphic design, not to mention working on fundraising events and meals and refreshments for volunteers.

The last year saw a development and installation of a new marina, an expansion of our many outreach programs, and a successful capital campaign. And, as soon as the marina construction was complete, school buses and vans

arrived every day delivering, over the course of the sailing season, over a thousand kids and disabled persons led by a seasonal staff of 50. When the buses and vans left, our adult members participated in sailing education programs, informal and formal race programs, and cruises (as a reward for upgrading and maintaining the many donated cruising boats that will eventually be sold to raise capital).

Of course, this constant use of our fleet of 50 sailboats, including 11 designed specially for accessible sailing, results in wear, tear and (sometimes) more serious damage to boats and sails. Our primary focus this coming year, therefore, is to repair and restore our fleet of day sailboats and accessible dinghies. Safety is, and has always been, our number one priority, and proper repair and maintenance of our fleet helps to ensure this.

The following report summarizes this past year, reports on our sound financial footing, and, most importantly, recognizes the many DSC members and friends, businesses and foundations that have allowed our community to share the joy of sailing, and the life lessons sailing teaches us – commitment, focus, teamwork, patience – with others.

Doug Silber
President, Board of Directors



marina

THE MARINA PROJECT

Our fiscal year started with a major grant from the Maryland Department of Natural Resources, with sponsorship support and coordination by the City of Baltimore. The City then agreed to donate a large floating concrete marina that was being re-designed to handle larger boats. With contract services provided by Whitney, Bailey, Cox and Magnani and Corman-Imbach Marine, the winter of 2007 saw construction barges and tugs removing over 300 abandoned and rotted pilings and a sunken barge at our leased site. Although somewhat delayed past the original schedule, the new fully accessible and secured marina, secured with seventeen 70-foot long coated steel pilings, was in place and open just as the July 4th Fireworks rained down in front of us.



The accelerated design, permitting and construction was made possible as a result of confluence of key factors, firms and individuals:

- Substantial support for a capital campaign from DSC members and Board of Directors
- A line of credit from the Carrollton Bank
- Five grants and incredible coordination assistance from Maryland Department of Natural Resources Waterway Improvement Fund
- A major grant from the France-Merrick Foundation
- Incredible support, assistance and coordination from Mayor Shiela Dixon, the Department of Planning, and Baltimore Development Corporation
- Donations of architectural, engineering and legal services from DSC members and friends

While there is still more work to be done, such as sorting out the water supply and electric systems, we overcame the obstacles, and we now have a marina capable of handling over 30 boats, as it did this summer. Eventually we will be able to accommodate close to 60 boats, including the access dinghies. Meanwhile, our wood floating docks located in the adjacent City owned water remain available to us, under the terms of a new agreement also approved by the City at the end of 2006.

This opportunity to have obtained the donated docks, the major grants, the engineering, permitting, construction and construction management could not have been realized without the engineering and project management expertise of our Executive Director, Jerry Hauprich, who was assisted by Assistant Director of Operations, Andreas Steinhoff.

COMMUNITY OUTREACH



outreach

Deputy Director of Outreach, Peter Hegel, helped to expand DSC's Youth Outreach Programs in 2007. More than 1300 people went sailing in these programs, with a marked increase in community outreach and accessible sailing. The DSC also saw the birth of the new *Freedom Accessible Day Camp* and the continuation of established *Access-Ability Sail* program, *Kidsail* programs, and *Sailing Instructor Trainee* program, and our *Juniors* and *Junior Seamanship* summer camps.

The ***Freedom Accessible*** program is a new tuition-based prototype day camp for youth with disabilities. This past summer session included three, week-long, sessions with learning, training, and program development for several weeks before the beginning of the program. Our friends at Kennedy Krieger Institute provided intensive training to a core staff on how to work with children with disabilities. With a successful first year, the DSC will be looking to expand enrollment for 2008.

The ***Access-Ability Sail*** program saw an enormous expansion in the number of individuals served, roughly tripling the number of clients served over the prior year. This program is often completely free because of the overwhelming support from volunteers, who helped enable more than 180 different individuals with disabilities to sail. The electrically equipped access dinghy saw more use than ever before, allowing many individuals to experience the freedom of solo sailing even if they use an electric wheelchair to move in almost every other situation. In total, the DSC provided about 415



participant days* of sailing for people with disabilities.

The ***Kidsail*** program is an umbrella of many programs for both youth and adults who are being served as part of the DSC's community outreach mission of "providing affordable and accessible sailing to all." School groups, groups from houses of worship, international refugees, scouts, teacher retreats, summer camps, residential housing groups, community centers, and job training programs all went sailing with the DSC this summer. In total, over 1000 individuals sailed with the DSC in 2007 for this program, comprising just under 3,000 participant days.

While a majority of the over 80 volunteers for the Accessible and Kidsail programs came from the DSC membership, the balance of volunteers came from the business community, service groups, college and high school community service programs. Many of these volunteers

became caught up in DSC's mission of making sailing affordable and accessible to all, and became DSC members themselves. In this way, DSC's outreach programs not only benefit those being served, but also provide an opportunity and an incentive for adults to get involved, volunteer and help others.

The ***Sailing Instructor Trainee*** Program (S.I.T.) completed its fourth successful program, working with a total of 10 aspiring instructors this past summer, the traditional class size. As in prior years, trainees learned life skills, team building, and teaching skills in a summer-long program. Graduates are guaranteed a job the following summer at the DSC if they are able to pass their



final examination and presentation evaluations. This year's trainees received additional inspiration from S.I.T. alumnus Steve Manson who, after spending the summer in California and Hawaii with Roy Disney's *Morning Light* film project (soon to be a film documentary), was accepted into the Maritime Academy at the State University of New York to study naval architecture.

Finally, our 15th annual **Juniors Day Camp** continued its strong tradition of teaching 140 junior campers in the fields of teamwork and leadership. Like our S.I.T. graduates, many of our instructors began as Junior campers. The **Juniors Seamanship Camp** is an expansion of the day camp, adding an overnight component as the 43 foot sloop *Pintita*, led by Capt. Phil Schnering, takes the campers for a week-long voyage to explore the Chesapeake Bay.

In addition to serving dozens of unaffiliated individuals, DSC partnered with many area non-profit organizations in the programs listed above:

Access-Ability Sail and Freedom Accessible Day Camp

- League for People with Disabilities
- William S. Baer School
- Special Olympics of Maryland
- Baltimore Adapted Recreation and Sports Services

- Camp Greentop
- Kennedy Krieger Institute
- ARC of Baltimore
- Goucher College
- Athelas Institute
- Baltimore City Therapeutic Recreation
- Kernan Hospital Stroke Recovery Group

Kidsail

- Parks and People Foundation SuperKids Camp
- East Baltimore Development Initiative
- International Rescue Committee
- The Bridges Program at the St. Paul School
- Big Brothers Big Sisters of Maryland
- Chesapeake Courage Camp
- Box of Rain
- Mastering a Successful Transition
- Digital Harbor High School
- Casey Cares Foundation
- BSA Scoutreach Division
- Midtown Academy
- Boy Scouts of America – Central MD
- Macedonia Baptist Church
- My Sister's Circle
- Sarah's House
- Society For Values in Higher Education
- Camp Nafesh
- The Children's Home
- John's Hopkins Residents for Adaptive Medicine

*A participant day is one person on a boat for that day's program. A five day program would equal five participant days.



gifts



Gifts and Grants

We were extremely fortunate to have received generous support from the DSC membership, friends, foundations and area businesses. In addition, the Marina Project could not have been possible without major grants from the Maryland Department of Natural Resources/ Waterway Improvement Program, the France-Merrick Foundation and the donation of the dock systems for the City of Baltimore.

Additionally, we received donations of nine large sail boats that will be used for our cruising education program, power boats and outboard engines for safety boats, along with new sails for many of the day sail boats and life jackets for our Outreach programs. These and other businesses lending support are listed below.

Boats Robert Childers
Cindi and Ted Kaiser DeCapiteau
James Hainer
Robert Knowles
Doug Kornreich

Charles Kyler
Dwight McCurdy
Tom and Chris Reinhart
Julia and Doug Silber
Raimund Taukulis

Other Brewer's Art • Bruce Kirby • Ellicott Dredges LLC • Jamie Boekel Foundation
Hogan & Hartson LLP • Little Havana • City of Baltimore • Max Robinson
Merchant Marine Academy • Noroton Yacht Club • Print Graphics • RCM&D

Gifts over \$50,000

France-Merrick Foundation
Maryland Department of
Natural Resources

Gifts over \$10,000

Baltimore Board of
Child Care/UMC
Beechmont Foundation
Clayton-Baker Trust
DSC Board of Directors
Mary Anna Kinder
Jean and Sidney Silber
Foundation

Gifts over \$1,000

AYC Foundation
Baker-King Fund
Corckran Family Charitable
Foundation
Kiwanis Club of
Baltimore City
Dr. Frank C. Marino
Foundation
Carolyn Mollenkopf
Robert Smith School -
University of Maryland

Max Robinson
Rosemore Inc.
St. Agnes Foundation
John Ben Snow
Memorial Trust
TRF INC
T. Rowe Price Foundation
Gensler
YouthWorks

Gifts over \$500

Black and Decker
Enterprise Community
Investment, Inc.
Dennis and Janice Flanigan
Barbara Keane
James Koehnlein
T A P Pharmaceutical
Products, Inc
Whitney, Bailey, Cox &
Magnani

Gifts over \$100

180 Medical Inc
Paul & Jane Anderson
Robert Baginski
Jason Bergman
Jonathan Bigden

Linsley Craig
Marty Fetsch
Gordon Fronk
The Gorfine Foundation
Bruce Greenwald
Edward G Hauprich
William J. Kautter
Scott Kirwin
Barbara and David
Kornblatt
Gordon Livingston
Charles Locke
John Mahon
Peter McCullough &
Margaret Meixner
Marilyn McDonald
Reuben Mezrich
Jennifer L. Millar
Chris Murray
Gary Page
Judith Pfeiffer
Paul and Jan Quinn
Anthony Raneri
John J. Sabol
Sailing 360
Isaac Shafran
Jeffrey Stern
Carolyn Theiss
Bruce Thornton
Gary Tilford

Holly Tilford
Edward Underhill
Kristin Valentino
Tark Yetiser
Janine Yieh

Gifts to \$100

Jason Abosch
Stacey Anderson
Anonymous
Steve Awalt
Heather Bakalyar
Cheryl Barlow
Justin Bell
Bedford Bentley, Jr.
David Berman
Charles Bittner
Stacey Blersch
Tom Bowman
Amanda Buchanan
William Buckley
Jeffrey Canavan
Jack Chaffin
Gregory Colley
Natalie Culbertson
Shannon Darlington
Rafael Decabo
Jan Dempewolf
Christine Desmond

GIFTS AND GRANTS

(Gifts to \$100 continued)

Margaret DeYoung
Colleen Bell Donlin
Drew Dowling
Toni Duggan
Chester Evans
Marisa Feltz
Constantine Frangos
Jennifer Gaskill
William Glover
Pancho Gonzales
Bryant Gorrell
Jason Goscha
Leslie Greenwald
Dawnyel Grenke
Joyce Hammock
Hillary Hardt
Ebbe Hassl
Mark Heckman
Mike Hogg
Bryan Holden

Theodora Howell
Evan Katz
Mary Keane
David Keely
Christopher Kelley
Vivek Khosla
Kasey M. Kinney
Vivian Kong
Justin Kowal
Cliff Latta
Benton Lee
Karen Lenkey
Bruce Levy
Rosemary Liff
Gustavo Lopez
James Lowell
Lindsey Lucas
Sarah Mallonga
Donald Manekin
Theresa Marshall
Daniel Maurice
James McCutchan

Robert Melan
Glenn Metzler
Jacqueline Meyd
Laura Meyd
Zach Mitchell
Dana Monroig
Timothy Moore
Mark Mraz
Michael Murphy
Charles F. Noble
Niall and Maria O'Malley
Elaine Papp
Christopher Pate
William Peluso
Ed Phillips
Jeff Piland
Adam Podbielski
Jonathan Preston
John R Quinn
Adam Raines
Wilfrid Roberge
Rafael Rodriguez

Robert Russell
Dawn Sager
Hartmut Schneider
Paul Schneider
Joy Schnetzka
Nikolaos Selimis
Meena Shah
Robert Siner
Eric Singson
Trevor Smith
William D. Stark
David Sullivan
Richard S. Swingle
Peter Thomas
Matthew Targarona
Alice Tran
Kandyce Tripp
Nina Vaughn
Kari Warren
Hal Wickersham

SUMMARY OF REVENUE AND EXPENSES

12/01/2006 – 11/30/2007



Revenue	Adult and Youth Education	157,764
	Community Outreach	79,955
	Charters	10,102
	Direct Public Support (Cash and Non-Cash)	324,996
	Government Grants (Marina Project)	256,573
	Annual Fee Memberships	106,763
	Other Income	5,966
	Total Revenue	924,119
Expenses	Adult and Youth Education	202,852
	Community Outreach	289,868
	Fundraising	42,347
	Management and General	101,276
	Total Expenses	636,400
Net Increase (Loss) in Assets		305,776
Net Asset Value as of December 1, 2006		241,318
Other Changes to Net Assets or Fund Balances		(17,647)
Net Asset Value as of November 30, 2007		529,447

BOARD OF DIRECTORS

Peter Bowe	Merritt Palm Keffer
Hugh Elliot	Nolan North
Alex Gardner	Marc Ottinger
David Goldstein	Mark Shapiro
Andy Herbick	Doug Silber
William Intner	Steve Smith
Mark Keane	

STAFF

Jerry Hauprich
Executive Director

Peter Hegel
Assistant Director – Outreach

Andreas Steinhoff
Assistant Director – Operations

Shannon Darlington
Office Manager



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