

2022 ANNUAL REPORT



MINNEAPOLIS
SAILING CENTER

SAILMPLS.ORG





Dear Sailors and Friends,

Thanks to the generosity and support of our community, 2022 was the busiest year on record at Minneapolis Sailing Center (MSC). Bde Maka Ska saw thousands of sailors venture across the waves as we continued to grow the reach and impact of our programming. These are exciting times at MSC as we expand our partnerships to more local non-profits and work to create a place for people from all backgrounds to enjoy the outdoors through sailing.

Through our community outreach program, we welcomed more than 1,200 new sailors from all over the Twin Cities. Our Board of Directors, instructors and volunteers all championed access and inclusion as we progressed in our mission. Formed in 2020, our community outreach program continues to gain momentum and we are excited to work toward a more diverse and accessible sailing community.

Our youth camps shined as hundreds of vibrant youngsters rigged their Optis and 420s to set sail on the lake. The youth program has always been the heart of MSC as young sailors gain confidence and skills each session.

The adult and family classes were more popular than ever and we continued to provide a safe introduction to sailing for newcomers. We are seeing more multi-generational families taking part in the classes with parents and grandparents learning to sail with their kids.

The membership program provided new sailors with an affordable alternative to buying and maintaining their own sailboats. With more than 465 individual and family memberships, the community aspect of our program is strong. We are proud of the environment we are building at Bde Maka Ska.

The car turnaround was closed for most of the summer last year as the new refectory building was under construction. The inconvenience will be well worth it as we look forward to the new restaurant and restroom facilities opening in the summer of 2023.

We are developing a plan in partnership with the Minneapolis Park & Recreation Board for a new MSC facility. While we do not yet have any official drawings or agreements in place for a new building, we are excited by the idea of designing a home for MSC and entering a new phase of our program. More to come on this exciting project.

Sadly, we lost our longtime director, board member and my dad, Larry Salzman, in September of 2022. MSC owes an immense debt of gratitude to the tireless dedication that Larry showed in building this program. As evidenced by the hundreds of attendees at his touching Celebration of Life Ceremony, Larry impacted the lives of countless sailors, staff and families in his 30+ years at the helm. He will be greatly missed, but his legacy will live on forever.

Ted Salzman
Executive Director

MISSION

The mission of Minneapolis Sailing Center is to foster an inclusive, sustainable community and to teach sailing to all.

CORE VALUES



Our core values guide us as we evolve programming to welcome and grow sailors.

Access - We strive to make sailing available to all. We offer a range of programs to support sailors along their journey.

Quality - Our expanding fleet of sailboats, along with our trained staff, ensure a safe and welcoming environment.

Community - We aim to be not only be a partner in our community but also a catalyst for change.

Sustainable - We operate to minimize our impact on the environment, including our beloved Bde Maka Ska.

POPULATION SERVED

Minneapolis Sailing Center welcomes sailors of all ages and backgrounds from the Twin Cities Metro Area and beyond.



BOARD OF DIRECTORS

Board Chair

Marshall Hall

Chair Elect

Joseph Leadley

Secretary

Thibaud Cholat

Treasurer

Nate Ellsworth

Board Members

Heidi Nelson

Jessica Tomljanovic

Kamali Williams

Keith Holloman

Megan Lennon

Steve Woldum

Suzanna Jack

Trey Poole



STAFF

Executive Director

Ted Salzman

Communications

Suzanna Jack*

Program Director

Collin Mueller

DEI Consultant

Joe Leadley*

Operations Director

Nathan Goldman

**40+ Fabulous
Summer Instructors**

Associate Director

John Weissert

*Staff in 2022. Moved
to Board in 2023

PROGRAM SERVICES

We seek to make sailing accessible by removing barriers and charting a course for growth. We accomplish this with our three complementary programs. Each program serves as a stepping stone to the next.

Our **Outreach**

Program provides free and discounted sailing events and outings to local non-profits and individuals. This program is designed to be a welcoming and inclusive introduction to the sport of sailing.

The **Youth Camps and Adult Classes**

feature an engaging curriculum to give new sailors the skills and resources they need to feel confident at the helm.

Our **Boat-sharing Membership and Racing**

Program offers sailors a fleet of boats to build on their experience and share their passion for sailing with friends and family.



Our programs inspire personal growth and development through adventure and learning. We provide experiences that build confidence and character in sailors of all ages, regardless of background. Sailing instills self-reliance, courage and cooperation - skills that help build leaders who are adept at navigating a challenging world.

OUTREACH PROGRAM

"I brought all the girls from our summer enrichment program at Girls Taking Action to MSC. None of our girls ages 13-17 had ever been sailing and they loved it.

Their instructors: there are none better. Patient, kind, humble and inclusive. Every Wednesday we were out on the water and all of them want to come back."

- Dorothy Nins, Development Director, Girls Taking Action



Beginning in 2020, the Outreach Program was designed to lower barriers and improve access to sailing for people from historically underrepresented communities. There is a lot more work to do, but 2022 saw us take a big step toward that goal.

We held four **Free Sailing Sunday** events on the third Sunday of each month from June to September. In total, we welcomed 536 youth and adults for a free 30-minute sailboat ride on Bde Maka Ska. A big thanks to our volunteers who skippered Ensigns or helped with running these exciting events.

Our **community partnership events** were a big success in 2022 as we welcomed back a core group of non-profits, such as Girls Taking Action, Outdoor Afro MN, Simpson Center, YWCA Girls Inc., Outdoor Latino MN and Bolder Options. We added a number of new partners, including Urban Ventures, Diverse Daisies, Blind Inc. and Lutheran Social Services. Also, we launched an exciting 3-year partnership with the Minneapolis Public Schools GEMS-GISE summer program.

In addition to the partnerships and events, we awarded 43 **scholarships** to sailors and families to reduce the financial barrier to learning to sail. As we welcome first-timers into our program, we hope to create lifelong sailors who then share their passion with others.



20

Community
Partnership Events
in 2022



679

Sailors in our free
and discounted
partner events



536

Sailors in our Free
Sailing Sunday
Events



43

Scholarships
awarded in 2022

CLASSES & CAMPS

"My 12 year old had a great time, and she has largely resisted summer camps. I think she liked that she was actively engaged in learning a new skill."

- Parent of a 420 Youth Camper



Since our founding in 1989, youth camps have been a place for sailors to gain confidence as they brave the winds on Bde Maka Ska. In 2022 we hosted 548 kids between the ages of 7-17 in our camps.

We offered classes for all skill levels. From beginners who never stepped foot in a boat to seasoned racers who competed in local Twin Cities Youth Sailing regattas. Our Opti Cruisers class for ages 7-11 welcomed the addition of 12 new Zim Pram sailboats, which brightened the lake with their rainbow-colored hulls. The Spring and Fall High School Sailing Program featured 80 teens in grades 7-12 from area schools practicing and competing in our 420s.

The Adult and Family Classes both saw record turnout in 2022 with 566 sailors. The Ensigns that we use for the Beginner Keelboat class proved to be a perfect fit for teaching sailing on our body of water. Every session of the Adult Beginning Keelboat and Family Keelboat classes was full. At the more advanced level, our Intermediate Keelboat, Intro to Lasers and Adult Learn-to-Race classes grew in popularity as they challenged growing sailors to build their sailing experience.

With the help of the Minneapolis Park & Recreation Board and our resourceful instructors, we overcame numerous challenges posed by the construction of the new refectory to have a successful season of classes. We continue to make the most of our lakeside facility while hosting hundreds of sailors for our programming. A big thanks to the sailors, families, volunteers and staff who come together to create a space for our sailors to thrive.



111

Camps and classes
in 2022



1194

Total students in
classes and camps



32053

Class hours
(Class hour = 1 sailor
in 1 hr of class)



416

Individual and
group lessons
taught in 2022

MEMBERSHIP & RACING

"Such a great deal! Boat access without the hassle and cost of ownership. Great opportunities and community for kids/teens."

- MSC Family Member



The boat-sharing Membership Program gave sailors a convenient and affordable way to get on the lake and share their love of sailing. The multigenerational program continued to grow in popularity in 2022, as we saw more families using the fleet than ever before. With access to more than 115 sailboats, including Ensigns, Lasers, C Scows, 420s and Optis, we had something for sailors of all ages and interests. We averaged about 20 equipment checkouts per day by members from May 14 to October 1.

For those interested in racing, Wednesday night races were a fun and social way to get the competitive juices flowing. In 2022 we held 72 races for all different fleets and began many Wednesday nights with a free chalk talk to help sailors build their racing knowledge. We held a free one-day City of Lakes regatta, giving members another chance to compete and socialize. Our philosophy around racing is centered on building skills and learning to race in a welcoming way, rather than in a stressful and ultra-competitive environment.

As a whole, the Membership and Racing program continues to transform Minneapolis Sailing Center for the better. By offering a place for new and learning sailors to come back and sail after their classes, we are building a true sailing community, not a club. There are many benefits of learning to sail and many ways to enjoy sailing. Whether cruising around with friends and family or eagerly waiting for the starting horn to sound before racing upwind to the first mark, our Membership and Racing program has something for everyone.



467

New and renewed
memberships



1968

Sailboat Reservations
(13.4 /day)



2960

Equipment
Checkouts (20/day)



72

Races for C Scows,
Ensign, Lasers and
420s

FINANCIALS

STATEMENT OF ACTIVITIES

Revenue

Programming	\$374,629
Membership	\$200,215
Individual Donations	\$42,769
Grants	\$4,750
Boat Donations	\$16,500
Other Revenue	\$35,498
Total Revenue	\$674,361

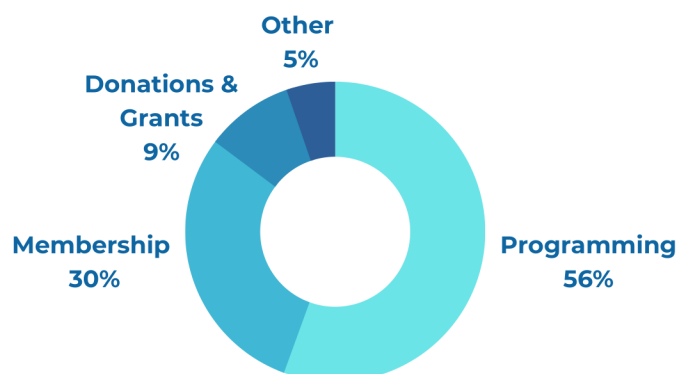
Expenses

Personnel	\$419,563
Operations	\$129,149
Office / Supplies	\$13,694
Marketing	\$8,866
Finance / Insurance	\$48,114
Other Expenses	\$20,729
Total Expenses	\$640,115

Net Revenue **\$32,246**

Expense Allocation

Programming	\$590,462
Management & General	\$44,113
Fundraising	\$5,540
Total Expenses	\$640,115



REVENUE BREAKDOWN

STATEMENT OF FINANCIAL POSITION

Assets

Current Assets	\$321,989
Property and Equip.	\$66,888
Total Assets	\$388,876

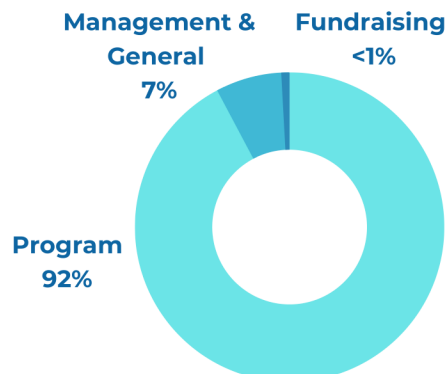
Liabilities

\$0

Net Assets

Without Donor Rest.	\$375,556
With Donor Restrictions	\$13,320
Total	\$388,876

Net Assets Start of 2022	\$376,071
Net Assets End of 2022	\$388,876



EXPENSE BREAKDOWN

THANK YOU DONORS!

We are so grateful for the generosity and support of our donors. Thanks to you, our outreach program has flourished. Below is a list of donors who contributed \$100 or more in 2022. Thanks to everyone who donated time or money to make our program a success.

\$5,000+

Onan Family Foundation
Anonymous

\$2,500 - \$4,999

Kimbrell Family Fund
Minneapolis Parks Foundation

\$1,000 - \$2,499

Anonymous
Nathan Ellsworth
Salem Foundation
Robert Good and
Renee Camera-Good
Joanna Shenoy
Alex Symes
Mary Van Hoof-Schroeder
Melissa and Tom Worthington
Judith and Richard Zaunbrecher

\$500 - \$999

Paul and Laura Ekholm
Kate and Rick Hartfiel
Mark Hodder
Clifton and Melissa Hull
Kevin Johnson and Rita Pelecis
Bruce and Marilyn Reiter
Shawn Rockler
Alan Surratt
Trish Tennyson

\$250 - \$499

J. Anthony Allen
Karlene Beck and Jon Carlson

Keith Fox
Ajay Gupta
Marissa Hansen
Mary Hely
Dr. Alan and Katy Johnson
Matthew Klaber
Chris Leadley
Gloria Peterson and
Jim McCarthy
Fritz Nelson
Joe Schroeder
Sacha and Aaron
Seymour-Anderson
Sara Strzok
Bruce and Erin Tait
Jessica Tomljanovic
Kathy Drozd and Steve
Woldum

\$100 - \$249

Laura Christensen and
Zan Ceeley
Susan and Gary Cramer
Elizabeth and Don Leeper
Rich and Barb Makela
Shelly Damm
Greg and Missy Norman
Lucas Edberg
Christy Rose
Nathan Ratner
Sara Anderson
Mary Hunstiger and Bill Blazar
Chris and Kristin Boylan
Chris Bremer
Orrin Broberg
Mark Buccella
Jeromy Carlson
Bill and Michele Coppage

Mike Crocker
Cynthia Evon-Anderson
Roger Finney
Joe Friction
Geo Giuliani
Ezra Gold
Jenny Oliphant and
Norman Graff
Carolyn Gruesner
Diana Gulden and Jose Peris
Julie and Bill Howard
Tamara Imbertson and
Kevin Jagielski
Ted & Deborah Jewett
George Johns
Bill and Marlys Jordan
Adam Koller
Ann Kools
Lisa and Jim Korslund
John and Anne Levin
Steven Long
Austin and Kari Anne Lucas
Rebekah Martin
Paula McHugh
Shirley Ochi-Watson
Nancy and David Paxson
Mark Prochaska
Julie Ristau
Walter and Kate Rush
Julia and Max Salzman
Pawel Stachowicz
Sarah and Greg Stauffer
Sue Stuebner
Lucy and Tim Voltz
Tom Welgel
Jay White
Amanda Wigen

