

# ***-N-D-S-O-***

*A survey of accessible sailing program operators  
to explore the need for and feasibility of  
a national accessible sailing organization*

## ***DSA/ASP Program Profiles***

Seventeen active DSA/ASP programs were identified in the NDSO Survey. Each Operator completed a Program Profile to provide background information and a snapshot of their 2005 operating statistics. Each Program Profile is as complete as the data provided by the Operator at the time of the survey. NOTE: This list may not be complete.

You can use these profiles to compare your DSA/ASP program with others in Canada. You can contact the KEY CONTACT to discuss your programs.

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# **DSA/ASP Program Profiles**

(December 2005)

## **BC**

- **DSA BC – Victoria (DSAVIC)**
- **Mid-Island Disabled Sailing Association - Ladysmith (MIDSA)**
- **Disabled Sailing Association – Vancouver (DSA BC)**
- **Disabled Sailing Association – Kelowna (DSAK)**

## **AB**

- **Disabled Sailing Association of Alberta – Calgary (DSAA)**

## **NWT**

- **Disabled Sailing Association of Yellowknife (no profile)**

## **SK**

- **Wind on my Wings Sailing Club – Regina (WOMW)**

## **MB**

- **Disabled Sailing Manitoba Inc. – Winnipeg/Pelican Lake (DSM)**

## **ON**

- **Royal Hamilton Yacht Club Able Sail – Hamilton (RHYC AS)**
- **Ontario Sailing Association – Access BOOM program (OSA)**
- **Burlington Yacht Club – Burlington (no profile)**
- **Queens Quay Disabled Sailing Program – Toronto (QQDSP)**
- **Quinte Sailability – Trenton (QS)**
- **Able Sail Kingston – Kingston (ASK)**
- **National Capital Able Sail Association – Ottawa (NCASA)**

## **QC**

- **Association quebecoise de voile adaptee – (AQVA)  
Montreal, Sherbrooke, Quebec City**

## **NB**

- **Able Sail New Brunswick – Moncton/Shediac (ASNB)**

## **NS**

- **Sail Able Nova Scotia – Halifax (SANS)**

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<b>Program Name</b>	<b>DSA BC – Victoria (DSAVIC)</b>
<b>Key Contact</b>	Doug Nutting 250-477-6314
<b>Formed</b>	1992
<b>Incorporation status</b>	Registered Charity
<b>Founder(s) - genealogy</b>	Rick Hansen World Congress on Disability: Independence '92. Sam approached us and RIV existed and I saw it as an extension of our mandate. Local guy raised money for four Sunbirds (\$60,000) in first year (1992)
<b>Venue</b>	CFSA –Esquimalt; provide 140 feet of moorage free of charge
<b>Operating Partnerships</b>	Approached CFSA in 1993. Commodore Bill MacDonald put it to the Membership and wholeheartedly supported the idea. Very close and effective partnership. Club has made major accessibility improvements over the years.
<b>Fleet</b>	two Martin 16s; four Access Dinghies, two 2.4mRs, one Sonars; one RIB safety boats
<b>Members</b>	120 (300 sailors on mailing list)
<b>Volunteers</b>	30-35
<b>Volunteers hours logged</b>	
<b>Open for Operation</b>	
# days/week	5
# weeks per season	12
<b>Staff (salaried)</b>	
CYA Cert Instructors	1 CYA RED Instructors
Summer Staff	4
Permanent admin	
Volunteer admin	
<b>Fee Structure</b>	
Membership	\$ 10 per year to join DSA BC. Encourage active sailors to join CFSA for \$110.
Sailing Fee	
Other	
<b># Sailings</b>	
Independent sailors	
Agencies/Groups	
Children	
Learn-to-Sail	
Racing/regattas	
Other	
<b>Total</b>	720
<b>Metrics we measure</b>	Have <b>every client (sailor) on a database</b> , with profile. Count every sailing and can report on anything/everything: # sailings; # of clients/disabilities. Database of over 2,000 supports out promotion, newsletter mailings.

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	We keep <b>maintenance log; safety protocol and reports; feedback from sailors, staff and CFSA members</b> (informal)
<b>Metrics we need to measure</b>	Not much!
<b>Program highlights</b>	<p><b>Martin 16 Canadian Championship in May;</b> got everyone enthusiastic</p> <p>Really good <b>leadership</b> in Head Instructor Christine.</p> <p><b>Certified 2 – 3 sailors up to Bronze IV.</b></p> <p><b>Fisgard Cup:</b> our sailors sail against CFSA sailors in our boats. Involves the CFSA membership and DSA members.</p> <p><b>Staff overall have grown a lot</b> this year. Youngest we’ve ever had, but worked the best together.</p> <p><b>CFSA supports us a lot with boats and equipment. A lot of technical people.</b></p>
<b>Unique things about the way we operate</b>	<p><b>We have programming year round.</b> We have a fund-raising regatta on New Year’s Day.</p> <p><b>Relationship with CFSA.</b> Partnerships are key to our success.</p> <p><b>World level sailors and events in Victoria.</b> We have some of the best PWD sailors in Canada They give back by training others. They speak to other PWD programs for RIV. With support of Royal Vic Yacht Club and CFSA, we host world level events.</p>

<b>Top 3 Challenges</b>	<b>#1</b>	Funding
	<b>#2</b>	Equipment maintenance and the cost
	<b>#3</b>	Recruiting staff

**Financial Data** (as reported to public stakeholders)

<b>Revenue</b> <b>Memberships &amp; Sailing Fees</b> <b>..Donations</b> <b>Employment grants</b> <b>Gaming funds</b> <b>In-kind</b> <b>Other</b>	\$ 59,000	
<b>Operating Costs</b> <b>Staff</b> <b>Venue</b> <b>Insurance</b> <b>Maintenance</b> <b>Other</b> <b>Total</b>	\$ 43,000	
<b>Capital Costs</b> <b>Boats</b> <b>Equipment</b> <b>Venue</b> <b>Other</b> <b>Total</b>		
<b>Notes and comments</b>		

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<b>Program Name</b>	<b>Mid-Island Disabled Sailing Association (MIDSA)</b>
<b>Key Contact</b>	Chris Loscerbo 250-246-9971
<b>Formed</b>	2002
<b>Incorporation status</b>	Chapter of Disability Resource Center – Duncan, BC
<b>Founder(s) - genealogy</b>	Chris Loscerbo, Mobility Cup 2002
<b>Venue</b>	Ladysmith Maritime Society, Ladysmith, BC
<b>Operating Partnerships</b>	Ladysmith Maritime Society provide docks and facilities at no cost. Provide technical support, maintenance, etc.
<b>Fleet</b>	2 Martin 16s ; 1 Access Liberty;
<b>Members</b>	8
<b>Volunteers</b>	4
<b>Volunteers hours logged</b>	
<b>Open for Operation</b>	
# days/week	5
# weeks per season	16
<b>Staff (salaried)</b>	Proposed 2006
<b>CYA Cert Instructors</b>	1 CYA Instructor
<b>Summer Staff</b>	
<b>Permanent admin</b>	
<b>Volunteer admin</b>	
<b>Fee Structure</b>	
<b>Membership</b>	\$10 annually
<b>Sailing Fee</b>	\$10 per hour
<b>Other</b>	
<b># Sailings</b>	
<b>Independent sailors</b>	Just Founder sailed in 2005
<b>Agencies/Groups</b>	
<b>Children</b>	
<b>Learn-to-Sail</b>	
<b>Racing/regattas</b>	
<b>Other</b>	
<b>Total</b>	
<b>Metrics we measure</b>	N/A
<b>Metrics we need to measure</b>	# sailings; # CYA graduates

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<b>2005 Program highlights</b>	BC Rehabilitation Organization; Ronald McDonald House Children's Charity, Rick Hansen Man-in-Motion Foundation grants funded purchase of two Martin 16s and Access Liberty Chris Loscerbo member of IFDS equipment evaluation team, Sonderborg DK Mobility Cup 2005 – Calgary AB
<b>Unique things about the way we operate</b>	

<b>Top 3 Challenges</b>	<b>#1</b>	Ramp needs to be made more wheelchair friendly
	<b>#2</b>	MONEY to operate program in 2006
	<b>#3</b>	Recruit sailors for program, for mid-island towns.

**Financial Data** (as reported to public stakeholders)

<b>Revenue</b> Memberships & Sailing Fees ..Donations Employment grants Gaming funds In-kind Other <b>Total</b>	\$ 75,000	
<b>Operating Costs</b> Staff Venue Insurance Maintenance Other <b>Total</b>		
<b>Capital Costs</b> Boats Equipment Venue Other <b>Total</b>	Start-up costs 2005 \$ 75,000	
<b>Notes and comments</b>		

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<b>Program Name</b>	<b>Disabled Sailing Association Vancouver (DSA BC)</b>
<b>Key Contact</b>	Conrad Burek 604-688-6464 x126
<b>Formed</b>	1989
<b>Incorporation status</b>	Registered Charity
<b>Founder(s) - genealogy</b>	Sam Sullivan. Rick Hanson donated Sunbird “Iron Lady” to start program, which he received from Margaret Thatcher
<b>Venue</b>	Jericho Sailing Centre
<b>Operating Partnerships</b>	Close operating relationship with Jericho Sailing Center.
<b>Fleet</b>	seven Martin 16s; one RIB safety boat
<b>Members</b>	400
<b>Volunteers</b>	70
<b>Volunteers hours logged</b>	
<b>Open for Operation</b> # days/week # weeks per season	5 days; Wednesday through Sunday 13
<b>Staff (salaried)</b> CYA Cert Instructors Summer Staff Permanent admin Volunteer admin	3 2
<b>Fee Structure</b> Membership Sailing Fee Other	\$ 10 per year \$ 10 per hour
<b># Sailings</b> Independent sailors Agencies/Groups Children Learn-to-Sail Racing/regattas Other <b>Total</b>	718
<b>Metrics we measure</b>	# sailings per day # sailings per sailor financial
<b>Metrics we need to measure</b>	
<b>Program highlights</b>	Theory classes were conducted in January giving new and experienced sailors a chance to expand their understanding of sailing and the rules. We participated again in the

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	<p>Vancouver International Boat Show. The show allows us to gain awareness for our program and is a great place to sign up volunteers. Hosted three regattas (the Cascadia Regatta was sponsor by HSBC) and two Kid's Days. The Kid's days had 12 children and their supporters enjoying some sailing and hiking on the beach using the TrailRiders from BCMOS.</p> <p>Boats were supplied to the BC Disability Games in Nanaimo. A new boat was acquired with the support of the Fisher Foundation. A christening was held in August with 50 people in attendance plus City TV and included a beach side lunch. All seven boats sailed to Bowen Island ( a ten mile sail) for lunch in August. At a luncheon at RVYC Stephen Owen, the Minister of Western Economic Diversification, help us recognize and thank Suzuki Canada for their donation of a 50HP engine for our rescue boat.</p>
<p><b>Unique things about how we operate our program</b></p>	<p>We have to beach launch each boat for every sail, this requires additional volunteers to operate the winch for launching and retrieval. The ramp has to be shared with the other able bodied sailors at the Jericho Sailing Centre where there are 3000 members.</p>

<p><b>Top 3 Challenges</b></p>	<p><b>#1</b> Ongoing sustainability of the program and the quality of the experience.</p>
	<p><b>#2</b> Volunteer recruitment</p>
	<p><b>#3</b> Maintaining the integrity of equipment</p>

**Financial Data** (as reported to public stakeholders)

<b>Revenue</b> <b>Memberships &amp; Sailing Fees</b> <b>..Donations</b> <b>Employment grants</b> <b>Gaming funds</b> <b>In-kind</b> <b>Other</b>		
<b>Operating Costs</b> <b>Staff</b> <b>Venue</b> <b>Insurance</b> <b>Maintenance</b> <b>Other</b> <b>Total</b>	\$ 40,000	
<b>Capital Costs</b> <b>Boats</b> <b>Equipment</b> <b>Venue</b> <b>Other</b> <b>Total</b>		
<b>Notes and comments</b>		

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<b>Program Name</b>	<b>Disabled Sailing Association – Kelowna (DSAK)</b>
<b>Key Contact</b>	Hans Van Leening 250-860-7990
<b>Formed</b>	1993
<b>Incorporation status</b>	Chapter of Disabled Sailing Association - BC
<b>Founder(s) - genealogy</b>	Hans Van Leening visited Vancouver after MC1992. Sam Sullivan contacted Hans at Paraplegic Assoc. Hans approached COSA and they were keen; formalized in 1993. Borrowed Sunbird from DSA BC to get started Bought two Martin 16s in 1996
<b>Venue</b>	Lake Okanagan – Kelowna (south of bridge)
<b>Operating Partnerships</b>	Central Okanagan Sailing Association (COSA) Membership Club, open to public. Use their facility. Pay moorage and membership fee for every DSA member.
<b>Fleet</b>	Three-Martin 16s; one Access Dinghy
<b>Members</b>	45-55
<b>Volunteers</b>	No requirement other than to assist with boat maintenance and administration of the program
<b>Volunteers hours logged</b>	
<b>Open for Operation</b>	
# days/week	5
# weeks per season	14-18; private sailing in September
<b>Staff (salaried)</b>	
<b>CYA Cert Instructors</b>	
<b>Summer Staff</b>	Integrated with COSA LTS program. We use a pool of eight instructors that teach all classes.
<b>Permanent admin</b>	
<b>Volunteer admin</b>	We pay one staff directly so that we can access HRDC summer employment grant.
<b>Fee Structure</b>	
<b>Membership</b>	COSA Membership \$75; DSAK \$15
<b>Sailing Fee</b>	\$ 12.50 per session (2 hrs)
<b>Other</b>	
<b># Sailings</b>	
<b>Independent sailors</b>	
<b>Agencies/Groups</b>	
<b>Children</b>	
<b>Learn-to-Sail</b>	
<b>Racing/regattas</b>	
<b>Other</b>	
<b>Total</b>	456
<b>Metrics we measure</b>	# sailings satisfaction of staff, and sailors (informally)

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<b>Metrics we need to measure</b>	
<b>Program highlights</b>	<p><b>Fully integrated LTS for Adults.</b> Martin 16s are used with AB evening programs in COSA. Use the right equipment in common LTS program</p> <p><b>Very busy calendar</b> all season long</p> <p>We started late in May due to poor weather, but still had a good year</p> <p>COSA hosted the IFDS Trapseat Worlds.</p> <p>Radio-controlled M16 in Manager's Overnight Race.</p> <p>Raised \$5,000. Awareness and publicity.</p>
<b>Unique things about the way we operate</b>	<p><b>Fully integrated LTS programs.</b> Same facilities, same instructors. AB kids hop in the back of the Martin 16s. It works well for everyone. The DSA has to be strong to move to this model.</p> <p><b>Partnership with COSA.</b> Everything works better with a good partnership. Less financial risk, more people to support program. DSA must be well organized and financially strong to make it work both ways</p>
<b>Top 3 Challenges</b>	<p><b>#1</b> Funding. Always a challenge. Our goal is to have a reserve of one year's funding so that if things screw up, you have a full year to recover.</p>
	<p><b>#2</b> Insurance. The cost of insurance is horrendous. In our case, DSA BC pays it.</p>
	<p><b>#3</b> Promotion, attracting new sailors. This year, we only had three.</p>

**Financial Data** (as reported to public stakeholders)

<b>Revenue</b>	(2004)	
<b>Memberships &amp; Sailing Fees</b>		
<b>..Donations</b>		
<b>Employment grants</b>		
<b>Gaming funds</b>		
<b>In-kind</b>		
<b>Other</b>	\$ 28,000	
<b>Operating Costs</b>	(2004)	
<b>Staff</b>		
<b>Venue</b>		
<b>Insurance</b>		
<b>Maintenance</b>		
<b>Other</b>		
<b>Total</b>	\$ 14,000 (+ \$ 5,000 insurance paid by DSA BC)	
<b>Capital Costs</b>	(2005)	
<b>Boats</b>		
<b>Equipment</b>		
<b>Venue</b>		
<b>Other</b>		
<b>Total</b>	\$ 25,000	
<b>Notes and comments</b>		

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<b>Program Name</b>	<b>Disabled Sailing Association of Alberta (DSAA)</b>
<b>Key Contact</b>	Marj Babuik 403-225-8050
<b>Formed</b>	1994
<b>Incorporation status</b>	Registered Charity
<b>Founder(s) - genealogy</b>	Met Sam Sullivan in 1994. Ran special program at Glenmore Sailing Club in summer of 1994, then incorporated DSAA in fall of 1994. Raised money for four boats over winter of 1995 and bought first four Martin 16s produced.
<b>Venue</b>	Glenmore Reservoir in Calgary. DSAA owns and operates it's Sailing Center building on City land. Mobile program using Access Dinghies
<b>Operating Partnerships</b>	City of Calgary provides safety boats on Glenmore Reservoir, and dock/launch facilities. DSAA rents boat parking spaces at retail rates.
<b>Fleet</b>	Five Martin 16s; two Access Dinghies, one Sonar.
<b>Members</b>	75 active
<b>Volunteers</b>	87 active
<b>Volunteers hours logged</b>	1000 during season, additional 1500 for Mobility Cup 2005
<b>Open for Operation</b> # days/week # weeks per season	5 (sometimes 6 to recover from bad weather) 18
<b>Staff (salaried)</b> CYA Cert Instructors Summer Staff Permanent admin Volunteer admin	2 part time 4 Program Coordinators Year round Business Manager - 10 hours per week
<b>Fee Structure</b> Membership Sailing Fee Other	\$ 30.per year \$ 15 per session (2 hours)
<b># Sailings</b> Independent sailors Agencies/Groups Children Learn-to-Sail Racing/regattas Other Total	300 558  200 from Mobility Cup 2005  1,058
<b>Metrics we measure</b>	Sailing sessions; volunteer hours; financial; encourage feedback from Community Partners; informal feedback from sailors

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<p><b>Metrics we need to measure</b></p>	<p>none</p>
<p><b>2005 Program highlights</b></p>	<p><b>Dealt with adversity very well in 2005!</b>          Bad weather and floods in spring required rescheduling to weekends. We had no dock for weeks after it washed away. Then we had no hoyster lift sockets until well into July.          Staff were amazing in overcoming adversities to deal with these issues and complete the season  <b>Mobile Outreach Program.</b> 3 weekends in Lake Newell and Sylvan Lake using Access Dinghies. Two of the girls from last year came back to do the outreach program. Sylvan Lake would like to have their own program, but not yet organized.          Four DSAA members went to Nanaimo for BC Disabled Games          Stampede breakfast – 250 people; many local agencies; many went for sails  <b>Boat Patrol was pro-active is assisting us this year, so was the City of Calgary.</b> Partnership is stronger than ever.   <b>Mobility Cup 2005</b>          41 sailors          Everyone had a great time; good feedback          New sailors – Mark Lewis; Mary Jane Schaeffer          MC2005 Legacy: New Sailing Center and new dock that’s accessible          Alberta Lotteries and Casino fund \$100,000</p>
<p><b>Unique things about the way we operate</b></p>	<p>Our <b>Community Partner Program</b> is unique and successful. Community Partners are more reliable than individual sailors and form a baseline of sailing activity          Our <b>Racing Program</b> is strong and we’re regularly involved with the local sailing club (GSC)          Having the City of Calgary Sailing School and the Glenmore Sailing Club right next to us is key          We have a <b>Business Office</b> and a year round <b>Business Manager</b></p>

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<b>Top 3 Challenges</b>	<b>#1</b>	<b>Fund-raising for operations.</b> We need \$45,000 a year in operating funding and that's hard to find. Many grants exclude staff costs, including lottery funds
	<b>#2</b>	<b>Staff wages</b> – competitive wages in Calgary are going up to \$12 – 14 per hour. It's just a summer job to staff so we have to be competitive.
	<b>#3</b>	<b>Maintaining membership levels.</b> We're looking at raising all fees next season

**Financial Data** (as reported to public stakeholders)

<b>Revenue</b>	(2004)	
<b>Memberships &amp; Sailing Fees</b>	17,247	
<b>..Donations</b>	32,341	
<b>Employment grants</b>	9,706	
<b>Gaming funds</b>		
<b>In-kind</b>		
<b>Other</b>	1,097	
<b>Total</b>	60,391	
<b>Operating Costs</b>	(2004)	
<b>Staff</b>	46,785	
<b>Venue</b>	29,530	
<b>Insurance</b>	7,500	
<b>Maintenance</b>	13,802	
<b>Other</b>	4744	
<b>Total</b>	102,396	
<b>Capital Costs</b>		
<b>Boats</b>	12,000	
<b>Equipment</b>		
<b>Venue</b>		
<b>Other</b>		
<b>Total</b>		
<b>Notes and comments</b>		

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<b>Program Name</b>	<b>Wind on my Wings (WOMW)</b>
<b>Key Contact</b>	Michael Huck 306-924-3876
<b>Formed</b>	1999
<b>Incorporation status</b>	Nonprofit charitable organization
<b>Founder(s) - genealogy</b>	Kim Ives
<b>Venue</b>	Wascana Lake Marina
<b>Operating Partnerships</b>	
<b>Fleet</b>	1 Martin 16 & 1 Sunbird
<b>Members</b>	69
<b>Volunteers</b>	25
<b>Volunteers hours logged</b>	
<b>Open for Operation</b> # days/week # weeks per season	<ul style="list-style-type: none"> <li>• Subject to weather conditions and availability of companion sailors 5 to 7 days/week</li> <li>• 10 to 12 weeks per season</li> </ul>
<b>Staff (salaried)</b> CYA Cert Instructors Summer Staff Permanent admin Volunteer admin	Summer student -- administers summer sailing program including sailing schedules, volunteer assignments, overseen both storage and minor repairs.
<b>Fee Structure</b> Membership Sailing Fee Other	Membership fee \$10
<b># Sailings</b> Independent sailors Agencies/Groups Children Learn-to-Sail Racing/regattas Other Total	<ul style="list-style-type: none"> <li>• 79 independent sailors</li> <li>• 109 sailing sessions</li> <li>• 5 learn to sail group sessions</li> <li>• 3 sailors participated in Mobility Cup</li> </ul>
<b>Metrics we measure</b>	<ul style="list-style-type: none"> <li>• # of sailors by sex &amp; age</li> <li>• # of sailing sessions</li> <li>• # learn to sail group sessions</li> </ul>
<b>Metrics we need to measure</b>	<ul style="list-style-type: none"> <li>• track volunteer hours</li> <li>• track recreational and training sailing sessions</li> </ul>
<b>2005 Program highlights</b>	<ul style="list-style-type: none"> <li>• 109 individual sailing sessions completed</li> <li>• conducted 5 evening sailing training seminars in June &amp; July 2005</li> <li>• Mobile Sailing School held August 1 to August 5, 2005</li> <li>• Mobility Cup -- 3 individuals participated as sailors, 1 individual as a companion sailor &amp; 2 individuals as a volunteer doctor assistants</li> </ul>

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<b>Unique things about the way we operate</b>	Volunteer Board is responsible for program administration, recruitment & retention of volunteers & staff, and fund-raising activities.
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<b>Top 3 Challenges</b>	<b>#1</b> Availability of companion sailors
	<b>#2</b> Funding for additional Martin 16 boats
	<b>#3</b> Corporate funding for summer program

**Financial Data** (as reported to public stakeholders)

<b>Revenue</b> <b>Memberships &amp; Sailing Fees</b> <b>..Donations</b> <b>Employment grants</b> <b>Gaming funds</b> <b>In-kind</b> <b>Other</b> <b>Total</b>	<b>Revenue</b>	
	<b>Source</b>	<b>Actual 2005</b>
	Centennial Initiatives Fund	\$4500.00
	Centennial Student Employment Program (CSEP)	\$ 3000.00
	Membership Assistance Program (MAP)	\$ 850.00
	RBC Foundation	\$ 2500.00
	Membership Fees	\$ 130.00
	Fundraising	\$1000.00
	Donations	\$1000.00
	'89 Can Games Found.	\$3500.00
	<b>Total Revenue:</b>	<b>\$25,273.48</b>
<b>Operating Costs</b> <b>Staff</b> <b>Venue</b> <b>Insurance</b> <b>Maintenance</b> <b>Other</b> <b>Total</b>	<b>Expenditures</b>	
	<b>Type of Expense</b>	<b>Projected – Jan'05</b>
	Mobility Cup (registration)	\$ 600.00
	Administration/rent/utilities	\$ 500.00
	Office supplies/mailouts	\$ 500.00
	Insurance	\$ 1100.00
	Student salary/benefits	\$ 5188.40
	Equipment (zodiac)	\$ 5793.48
	Off season Program Coord.	\$ 3000.00
	Mobile Sail School	\$ 1500.00
	Sailing Equipment repairs	\$ 500.00
	Membership fees (SSCA/CYA)	\$ 460.00
	Lift @ Regina Sailing Club	\$ 3500.00
	<b>Total Expenditures</b>	<b>\$22,641.88</b>
<b>Notes and comments</b>	<ul style="list-style-type: none"> <li>The club has identified the need for sustaining corporate sponsorship donations to ensure long-term viability.</li> </ul>	

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<b>Program Name</b>	<b>Disabled Sailing Manitoba Inc. (DSM)</b>
<b>Key Contact</b>	Lawrence Mazur 204-889-1366
<b>Formed</b>	1998
<b>Incorporation status</b>	Registered Charity
<b>Founder(s) - genealogy</b>	Carole Miles - Mobility Cup '97
<b>Venue</b>	Fort Whyte – Winnipeg MB. Built and operate their own facility on man-made lake. Pelican Yacht Club – Pelican Lake MB
<b>Operating Partnerships</b>	Close partnership with Manitoba Sailing Association (non-financial) and Pelican Yacht Club (Pelican Lake MB)
<b>Fleet</b>	six Martin 16s; two RIB safety boats
<b>Members</b>	62 Active sailors
<b>Volunteers</b>	Not many
<b>Volunteers hours logged</b>	Don't measure
<b>Open for Operation</b>	
# days/week	5
# weeks per season	14
<b>Staff (salaried)</b>	
<b>CYA Cert Instructors</b>	
<b>Summer Staff</b>	6 – Program Coordinator
<b>Permanent admin</b>	
<b>Volunteer admin</b>	
<b>Fee Structure</b>	
<b>Membership</b>	\$ 25 per year
<b>Sailing Fee</b>	\$ 5 per hour
<b>Other</b>	
<b># Sailings</b>	
<b>Independent sailors</b>	167 Who have taken boats out on their own
<b>Agencies/Groups</b>	175 Have sailed with companion doing the sailing
<b>Children</b>	
<b>Learn-to-Sail</b>	
<b>Racing/regattas</b>	
<b>Other</b>	
<b>Total</b>	342
<b>Metrics we measure</b>	Bodies in boats Total number of hours boats are in service
<b>Metrics we need to measure</b>	Volunteer hours, including Board of Directors
<b>Program highlights</b>	We <b>produced three videos</b> : a Children's Learn to Sail video; promotional video "Let your Spirit Sail" a 16 minute video that give you a good look at our program; 1 minute video loop for trade shows and static displays. Through agencies, we <b>hosted 175 people this year</b> . We'd

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	have about close to 200 people this year.
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<b>Top 3 Challenges</b>	<b>#1</b>	<b>Accessible transportation to Fort Whyte</b> venue (city does not service Fort Whyte venue at present)
	<b>#2</b>	<b>Staffing</b> – continuity from year to year. It is best if you have someone training who has worked for you in the passed. Wages, the demand for higher wages could hurt us. Lack of training, there are few young people who have power boat and sailing experience.
	<b>#3</b>	<b>Equipment breakdowns and maintenance</b> , especially motor boats

**Financial Data** (as reported to public stakeholders)

<b>Revenue</b>	(2004)	
<b>Memberships &amp; Sailing Fees</b>	5,500	
<b>Donations</b>	70,511	
<b>Employment grants</b>		
<b>Gaming funds</b>	10,471	
<b>In-kind</b>		
<b>Other</b>	121,503	
<b>Total</b>	\$199,305	
<b>Operating Costs</b>		
<b>Staff</b>	27,014	
<b>Venue</b>	(host MC2004) 146,897	
<b>Insurance</b>	2,111	
<b>Maintenance</b>	1,687 + 13,919	
<b>Other</b>	3,774	
<b>Total</b>	\$ 195,402	
<b>Capital Costs</b>		
<b>Boats</b>	\$ 34,000	
<b>Equipment</b>		
<b>Venue</b>		
<b>Other</b>		
<b>Total</b>		
<b>Notes and comments</b>		

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<b>Program Name</b>	<b>RHYC Able Sail (RHYC AS)</b>
<b>Key Contact</b>	Jenny McEwan-Hill 905-383-3630
<b>Formed</b>	1999
<b>Incorporation status</b>	Integrated program in RHYC
<b>Founder(s) - genealogy</b>	Campbell Perry (RHYC member) sailed in Mobility Cup 1999. OSA loaned Martin 16 to RHYC.
<b>Venue</b>	Royal Hamilton Yacht Club
<b>Operating Partnerships</b>	Integrated in RHYC Sail Training program. Open to general public (both adults and kids). More than 500 students in 2005 Accessible boats and equipment are owned and managed by the RHYC Sail Training program
<b>Fleet</b>	three Martin 16s; three Access Dinghies one RIB safety boat
<b>Members</b>	No membership required for Able Sail program
<b>Volunteers</b>	
<b>Volunteers hours logged</b>	
<b>Open for Operation</b> # days/week # weeks per season	8 weeks; four, two week sessions Some RHYC Members are allowed to borrow boats for regattas
<b>Staff (salaried)</b> <b>CYA Cert Instructors</b>  <b>Summer Staff</b> <b>Permanent admin</b> <b>Volunteer admin</b>	1 CYA certified instructor dedicated, but all RHYC instructors are trained and expected to provide support
<b>Fee Structure</b> <b>Membership</b> <b>Sailing Fee</b> <b>Other</b>	No membership required for Able Sail Regular Sail Training fee; up to seventeen subsidies per season for students that require this.
<b># Sailings</b>  <b>Independent sailors</b>  <b>Agencies/Groups</b> <b>Children</b> <b>Learn-to-Sail</b> <b>Racing/regattas</b> <b>Other</b> <b>Total</b>	RHYC Sail Training is open to general public (500 kids and adults in 2005) For Able Sail program, you can join RHYC or come for OPEN sailing evenings. No booking system is used  6-9 disabled children. 1-2 adults
<b>Metrics we measure</b>	Number of LTS graduates
<b>Metrics we need to</b>	

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<b>measure</b>	
<b>Program highlights</b>	<p><b>All of the kids like the integrated program</b> and assist with the disabled kids.</p> <p><b>13 year old student achieved bronze IV</b> this year</p> <p>We hosted <b>John Farrell Memorial Cup, Lilac Regatta, Fogh Forman Regatta and Cornish Hen Regatta.</b></p> <p><b>17 boy sailed with 13 year old girl in John Farrell regatta</b></p> <p>We have a <b>well-proven integrated training model.</b></p> <p>Promotes sailing as a sport for life.</p>
<b>Unique things about the way we operate</b>	<p><b>We have a proven, integrated Learn-to-Sail model.</b></p> <p>You have to use common docks, instructors, boats, EVERYTHING has to be integrated for it to work.</p> <p>(Jenny McEwan Hill) presents the model to others at OSA and CYA meetings</p>

<b>Top 3 Challenges</b>	<b>#1</b>	<b>Volunteers-</b> required to support OPEN sailing sessions.
	<b>#2</b>	<b>Fund raising</b> for boat maintenance and subsidies to participant fees (16 subsidies per year). Boats are expensive and do not generate revenue at same level as normal training boats.
	<b>#3</b>	<b>Publicity</b> - how much to do in order to fill the classes

**Financial Data** (as reported to public stakeholders)

<b>Revenue</b> <b>Memberships &amp; Sailing Fees</b> <b>..Donations</b> <b>Employment grants</b> <b>Gaming funds</b> <b>In-kind</b> <b>Other</b>		
<b>Operating Costs</b> <b>Staff</b> <b>Venue</b> <b>Insurance</b> <b>Maintenance</b> <b>Other</b> <b>Total</b>	(not broken out)	
<b>Capital Costs</b> <b>Boats</b> <b>Equipment</b> <b>Venue</b> <b>Other</b> <b>Total</b>		
<b>Notes and comments</b>		

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<b>Program Name</b>	<b>Ontario Sailing Association - Access Boom (OSA)</b>
<b>Formed</b>	2000
<b>Incorporation status</b>	Program operated by Ontario Sailing Association
<b>Founder(s) - genealogy</b>	??
<b>Venue</b>	One week mobile Learn-to-Sail program. Travels to Clubs, Sailing Schools and community organizations across Ontario
<b>Operating Partnerships</b>	Program operated by Ontario Sailing Association. Also operates Able Sail Ontario, a network for Able Sail programs in Ontario.
<b>Fleet</b>	Four Access Dinghies, one motor boat , lifejackets and equipment on one trailer.
<b>Members</b>	N/A
<b>Volunteers</b>	
<b>Volunteers hours logged</b>	
<b>Open for Operation</b>	
# days/week	5
# weeks per season	8 weeks in July/August
<b>Staff (salaried)</b>	
<b>CYA Cert Instructors</b>	2 Instructors
<b>Summer Staff</b>	
<b>Permanent admin</b>	Part of Able Sail Coordinator's job
<b>Volunteer admin</b>	
<b>Fee Structure</b>	
<b>Membership</b>	\$225 per student for five day Learn-to-Sail course. Covers equipment, staff and insurance; travel costs extra
<b>Sailing Fee</b>	
<b>Other</b>	
<b># Sailings</b>	
<b>Independent sailors</b>	
<b>Agencies/Groups</b>	Club is given Host Guidelines and does registration
<b>Children</b>	Targets kids 8-14; up to eight kids per week (full day); sixteen kids (half-day).
<b>Learn-to-Sail</b>	
<b>Racing/regattas</b>	
<b>Other</b>	
<b>Total</b>	
<b>Metrics we measure</b>	Formal <b>Evaluation completed by each Club</b> after the program; <b>kids do evaluation</b> ; Count number of <b>LTS graduates</b> Our program is fully booked each year without solicitation
<b>Metrics we need to measure</b>	We have it covered
<b>Program highlights</b>	<b>2005 season fully booked</b> without soliciting. Many repeats, they love it as they have two-week programs of

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	<p>different activities.                  Inspired <b>St Peters, Nova Scotia, Wallace McKaskill Yacht Club</b> to start their own program  <b>Brockville Yacht Club</b> are starting a program                  We formed <b>Able Sail Ontario</b> to assist Able Sail programs. Organized Volunteer Workshops for disability awareness (Kingston, Hamilton) and had two meeting of operators.</p>
	<p>Next year, we'll write a <b>“Getting Started” Manual</b> for Clubs wanting to establish an Able Sail program.</p>
<b>Unique things about how we operate our program</b>	<p><b>Mobility – we can go anywhere.</b> Packaged program, bring it to venues at a reasonable cost. Good way to get started.                  We are the <b>Provincial Sailing Organization</b> so we have access to a variety of resources.</p>

<b>Top 3 Challenges</b>	<b>#1</b>	<b>Funding for equipment and maintenance.</b> Equipment takes a beating and gets run down. Some clubs start with FREE Able Sail programs, but are moving to fees the same as AB programs, with subsidies as required.
	<b>#2</b>	<b>Finding quality staff and volunteers.</b> Training is critical and OSA plays a role in training. Even CYA BLUE and RED Instructors are not given disability awareness training. We're working with CYA to get this added (Keith Hobbs is working on this)
	<b>#3</b>	<b>Instructor fatigue</b> is an issue for OSA, with all of the extra driving time. They need to be more mature.

**Financial Data** (as reported to public stakeholders)

<b>Revenue</b> <b>Memberships &amp; Sailing Fees</b> <b>..Donations</b> <b>Employment grants</b> <b>Gaming funds</b> <b>In-kind</b> <b>Other</b>		
<b>Operating Costs</b> <b>Staff</b> <b>Venue</b> <b>Insurance</b> <b>Maintenance</b> <b>Other</b> <b>Total</b>		
	\$ 46,000 (Access BOOM program)	
<b>Capital Costs</b> <b>Boats</b> <b>Equipment</b> <b>Venue</b> <b>Other</b> <b>Total</b>		
<b>Notes and comments</b>		

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<b>Program Name</b>	<b>Queens Quay Disabled Sailing Program (QQDSP)</b>
<b>Key Contact</b>	Adrian Sivell 416-766-6743; Vanessa Anderson 762-2019
<b>Formed</b>	1999
<b>Incorporation status</b>	Program operated by Disabled Sailing Association of Ontario (DSAO)
<b>Founder(s) - genealogy</b>	Mobility Cup '99; Dan McCoy Founder
<b>Venue</b>	Queen's Quay- Toronto Harbour Front
<b>Operating Partnerships</b>	Toronto Harbour Front (federal gov't) provide site, docks and facility (pay rent); DSAO pays hydro and phone
<b>Fleet</b>	six Martin 16s; one Shark; one Chrysler 22; one Edel 22, a 2.4mR, one Access Dinghy; two RIB safety boats
<b>Members</b>	105 member (95 disabled)+ 70 non-member sailors
<b>Volunteers</b>	Database of 450; 60 very active; 60 1-2 times per month
<b>Volunteers hours logged</b>	Don't measure
<b>Open for Operation</b>	
# days/week	6
# weeks per season	18 weeks
<b>Staff (salaried)</b>	
CYA Cert Instructors	1 (from Queen's Quay Sailing)
Summer Staff	4
Permanent admin	
Volunteer admin	
<b>Fee Structure</b>	
Membership	\$ 30 per year
Sailing Fee	\$ 10 per sailing session (2 hrs)
Other	
<b># Sailings</b>	
Independent sailors	817
Agencies/Groups	340
Children	143
Learn-to-Sail	146
Racing/regattas	612
Other	
<b>Total</b>	1,912
<b>Metrics we measure</b>	Number of sailings; financial; satisfaction of sailors, staff & volunteers (informally).
<b>Metrics we need to measure</b>	I wonder why there is apathy in getting members to RUN the organization – it is member driven in the end.
<b>Program highlights</b>	<b>Reach Regatta</b> – September. 22 sailors, local + Montreal; 35 Volunteers; good Sponsors; everyone had a good time. An event like this increases numbers; regional awareness; exposure in community; media; fund-raising. <b>Community Partners and Outreach Programs</b> grew.

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		<p>We had programs for low-income childrens' groups in the City.          Established a <b>relationship with City of Toronto</b>.          Started to <b>work through Operational issues</b> as well as BOD's role.</p>
<b>Unique things about the way we operate</b>		<p>A lot of people come from the <b>Community Living Program</b> . The come in groups and tend to be teens and people with intellectual challenges that don't allow them to sail independently. These progeams fil our mid-day calendar and compliemtn independent sailors that occur evenings and weekends.          Our location is right smack in the <b>center of Toronto</b>, which gives us <b>visibility</b> and <b>good access</b> for people with disabilities.</p>
<b>Top 3 Challenges</b>	<b>#1</b>	<b>Fund-raising</b> ; not effective from year to year.
	<b>#2</b>	<b>Finding skilled and reliable Board Members. Policy:</b> rules for allocation of limited resources. There are conflicts of interest in the BOD, where decisions impact the needs of a few .vs. common good.
	<b>#3</b>	<b>Organizational development:</b> roles of BOD, roles of Program Coordinator: roles of staff. <b>Continuity</b> – we've lost a lot of BOD and policy over the years

**Financial Data** (as reported to public stakeholders)

<b>Revenue</b> <b>Memberships &amp; Sailing Fees</b> <b>..Donations</b> <b>Employment grants</b> <b>Gaming funds</b> <b>In-kind</b> <b>Other</b>		
<b>Operating Costs</b> <b>Staff</b> <b>Venue</b> <b>Insurance</b> <b>Maintenance</b> <b>Other</b> <b>Total</b>	\$ 90,000	
<b>Capital Costs</b> <b>Boats</b> <b>Equipment</b> <b>Venue</b> <b>Other</b> <b>Total</b>		
<b>Notes and comments</b>		

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<b>Program Name</b>	<b>Quinte Sailability (QS)</b>
<b>Key Contact</b>	Dennis Fletcher (Fletch) 613-475-4427
<b>Formed</b>	2000
<b>Incorporation status</b>	Registered Sailing School with OSA
<b>Founder(s) - genealogy</b>	Dennis Fletcher read about the Access Dinghy and met a couple of guys with CP and asked them if they'd been sailing. Joined by John Gower and we contacted OSA and booked an Access BOOM week and from there to form QS. Got Trillium grant in 2002 to buy Access Dinghies.
<b>Venue</b>	CFB Trenton YC on the Bay of Quinte Lake Ontario
<b>Operating Partnerships</b>	CFB Trenton YC . We have permission of the Air Base to use YC facilities, but are an independent organization. Sailability & Yacht Club Junior Program do integrated some activities.
<b>Fleet</b>	four Access Dinghies: two Access Liberty (one electronic); two Martin 16s (one on loan from OSA); one Tanzer 22 two RIB safety boats
<b>Members</b>	32 members. This is most we can handle. Hope to expand to 40 next year. All types of disabilities represented.
<b>Volunteers</b>	Depend heavily on about 20 volunteers from community. Most volunteer for a one week shift.
<b>Volunteers hours logged</b>	1548
<b>Open for Operation</b> <b># days/week</b> <b># weeks per season</b>	5 days: 9am-4pm, 12-8pm MWF 10
<b>Staff (salaried)</b> <b>CYA Cert Instructors</b> <b>Summer Staff</b> <b>Permanent admin</b> <b>Volunteer admin</b>	1 CYA Instructor 1 graduate of our program as assistant  2
<b>Fee Structure</b> <b>Membership</b>  <b>Sailing Fee</b> <b>Other</b>	\$ 150 per year; choose one of three streams: 1) informal one-on-one training; 2) recreation sailing; 3) CYA White Sail course \$150 for seasonal membership \$75 for one week
<b># Sailings</b> <b>Independent sailors</b> <b>Agencies/Groups</b> <b>Children</b> <b>Learn-to-Sail</b> <b>Racing/regattas</b> <b>Other</b> <b>Total</b>	440 (adults) nil 70 (sailing independently) 110 (of which 20 where kids) 9 26 655
<b>Metrics we measure</b>	Financial; number of White Sail graduates; feedback from students (informal)
<b>Metrics we need to</b>	Trillium has asked for more specific measureable goals

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<b>measure</b>	
<b>Program highlights</b>	<p><b>Seven students received CYA White Sail level.</b>            Tanzer sailed in <b>Easter Seals Regatta</b> (Picton).  <b>Awards Banquet</b> – trophies for volunteers and students, and family. Really great this year.            Develop a <b>Volunteer Manual</b>. Next season we'll do a <b>Safety Manual</b>.            We did a <b>capsize exercise</b> in the Access Dinghies.</p>
<b>Unique things about the way we operate</b>	<p><b>We are a separate entity, not part of a Yacht Club.</b> This has allowed us to control and grow our program without having to bow to the wishes of another Board of Directors; we only have to serve our students.            On the down side, <b>we have to find our own funding.</b></p>

<b>Top 3 Challenges</b>	<b>#1</b>	<b>Insurance:</b> We have no insurance on boats and equipment and can't get it.
	<b>#2</b>	<b>Succession plan/ sustainability:</b> We're encouraging graduates to join the Board and help operate the program
	<b>#3</b>	<b>CYA Certification of PWD sailors as Instructors.</b>

**Financial Data** (as reported to public stakeholders)

<b>Revenue</b> <b>Memberships &amp; Sailing Fees</b> <b>..Donations</b> <b>Employment grants</b> <b>Gaming funds</b> <b>In-kind</b> <b>Other</b>	Policy that 33%* of operating budget must come from sailors \$4300 \$6700 \$4000 \$800 from own raffle \$375 \$500	* due to being over budget this was only 28% this year
<b>Operating Costs</b> <b>Staff</b> <b>Venue</b> <b>Insurance</b> <b>Maintenance</b>  <b>Other</b> <b>Total</b>	\$7961 N/a \$2630 \$2076 (\$1,706 over spent, used reserve funds) \$2017 \$15,116	
<b>Capital Costs</b> <b>Boats</b>  <b>Equipment</b> <b>Venue</b> <b>Other</b> <b>Total</b>	\$11,380 (M16 sponsored by 4 Rotary clubs,) \$1125  \$12,505	These amounts are not in Revenue figures above.
<b>Notes and comments</b>	Cost per session , \$23.08 of which \$6.56 was covered by students.	Capacity 1201 sessions

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<b>Program Name</b>	<b>Able Sail Kingston (ASK)</b>
<b>Key Contact</b>	Audrey Kobayashi 613-533-3035
<b>Formed</b>	2002
<b>Incorporation status</b>	
<b>Founder(s) - genealogy</b>	Group of people at KYC: Eric Davies & Martin Tenhove, Brian Scott used Mobility Cup 2002 as a way to kick it off. Program started in 2003 – we hired Jay Feaver.
<b>Venue</b>	Kingston Yacht Club
<b>Operating Partnerships</b>	Able Sail Kingston has a corporate membership in KYC. They also provide winter storage for a fee
<b>Fleet</b>	three Martin 16s, three Access Dinghies two RIB safety boats
<b>Members</b>	12 Active sailors
<b>Volunteers</b>	We have a roster, but not many active volunteers from KYC. Difficult getting non-member volunteers into the Club
<b>Volunteers hours logged</b>	
<b>Open for Operation</b> # days/week # weeks per season	5 14 weeks
<b>Staff (salaried)</b> CYA Cert Instructors Summer Staff Permanent admin Volunteer admin	1 CYA RED Instructor   ½
<b>Fee Structure</b> Membership Sailing Fee Other	\$ 135 per year, unlimited sailing
<b># Sailings</b> Independent sailors Agencies/Groups Children Learn-to-Sail Racing/regattas Other Total	
<b>Metrics we measure</b>	# sailings; financial; Equipment Maintenance Log; Daily Log
<b>Metrics we need to measure</b>	Next year, we'll measure volunteer hours Track lost equipment Battery Log! We depend on too many kinds of batteries
<b>Program highlights</b>	We had a match-racing regatta with the best sailors in KYC (we'll do again)

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		CYA spring training camp (Jay Feaver). Toronto Montreal Ottawa. Well organized Volunteer Program (Sarah and Audrey) Excellent instruction from Sarah this year, but she'll only be ½ time next year. Audrey Kobayashi sailed in regional regattas
<b>Unique things about the way we operate</b>		Our kids program is integrated with the KYC Junior Program. Disabled kids get to hang out with KYC kids. We're doing an academic rehab next year on the benefits of the program
<b>Top 3 Challenges</b>	<b>#1</b>	Recruiting and retaining volunteers
	<b>#2</b>	Fund raising Cost of the sport is a hige barrier for some
	<b>#3</b>	Networking with other Clubs; sharing consulting

**Financial Data** (as reported to public stakeholders)

<b>Revenue</b> Memberships & Sailing Fees ..Donations Employment grants Gaming funds In-kind Other	(est) \$1,600	
<b>Operating Costs</b> Staff Venue Insurance Maintenance Other <b>Total</b>		
<b>Capital Costs</b> Boats Equipment Venue Other <b>Total</b>		
<b>Notes and comments</b>		

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<b>Program Name</b>	<b>National Capital Able Sail Association (NCASA)</b>
<b>Key Contact</b>	George Simpson 613- 737-7350 x75689
<b>Formed</b>	1992
<b>Incorporation status</b>	Registered Charity (2003), incorporated as a non profit corporation in Province of Ontario. Audited financial statements are prepared.
<b>Founder(s) - genealogy</b>	George Simpson attended Rick Hansen Independence Congress and then Mobility Cup '92. Got a Sunbird from DSA BC Approached Nepean Sailing Club in 1995 1996 formed NCASA acquired two Martin 16s
<b>Venue</b>	Nepean Sailing Club.
<b>Operating Partnerships</b>	Nepean Sailing Club. NSC own boats and operates all programs. NCASA raises \$10,000 per season to assist NSC and send NCASA sailors to regattas.
<b>Fleet</b>	Three-Martin16s + two mini 12s (not used)
<b>Members</b>	20, but Membership not required to go sailing.
<b>Volunteers</b>	NCASA BOARD (7) Key volunteers companion sailors for regattas, (5) other occasional companion Wednesday evening racing & recreational weekend sails (15)
<b>Volunteers hours logged</b>	
<b>Open for Operation # days/week</b>	Weekend Recreational sailing dependent on availability of companion sailors
<b># weeks per season</b>	Open 7 days a week 17
<b>Staff (salaried) CYA Cert Instructors Summer Staff Permanent admin Volunteer admin</b>	1 CYA Instructor 1 program coordinator shared with NSC Youth programs
<b>Fee Structure Membership Sailing Fee Other</b>	\$135 12 to 15 hours learn to sail course automatic member for year Experience sailors \$ 130 NSC Crew Membership gives unlimited access
<b># Sailings Independent sailors Agencies/Groups Adult &amp; Youth disabilities Learn-to-Sail Racing/regattas Other</b>	Over 100 for “demo days” on Monday evening (NCASA invites rehab and rec centers to go sailing) not all participants have the cognitive ability to learn how to sail.  13 students per season NCASA sent ten new sailors to seven regattas.

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<b>Total</b>	
<b>Metrics we measure</b>	“happy faces” informal feedback from sailors, LTS graduates Demo sail trying once, sign up for learn to sail
<b>Metrics we need to measure</b>	
<b>Program highlights</b>	<p><b>Nine people that raced actively</b> (only three boats)  <b>Thirteen in LTS courses</b>, achieved WhiteSail level (all new people)                  Now have <b>twenty recreational/experienced sailors</b>  <b>Well over 100 demo sails.</b> Solicit people from agencies and rehab to try sailing for first time. Adults, a few youths (Easter Seals). Both in-patient/out-patient.                  The <b>City of Nepean funds special needs programs</b> in the Community. We put on programs for them and they pay us about \$4,000 per season.</p>
<b>Unique things about the way we operate</b>	Our <b>partnership with Nepean Sailing Club</b> is unique. NSC has a lot of resources and people that NCASA needs. NCASA promotes and recruit NSC operate. Reduces the financial risk from season to season.
<b>Top 3 Challenges</b>	<p><b>#1 Money!</b> Fortunately our needs are not that large compared to others.</p> <p><b>#2</b> Keeping the program going-<b>recruiting and retaining sailors and volunteers</b></p> <p><b>#3</b> There’s a lot of <b>Administration</b> to do in NCASA and it’s hard to get people to do it.</p>

**Financial Data** (as reported to public stakeholders)

<b>Revenue</b> <b>Memberships &amp; Sailing Fees</b> <b>..Donations</b> <b>Employment grants</b> <b>Gaming funds</b> <b>In-kind</b> <b>Other</b>	NCASA raises about \$10,000 each season. About \$4,000 comes from City of Nepean	
<b>Operating Costs</b> <b>Staff</b> <b>Venue</b> <b>Insurance</b> <b>Maintenance</b> <b>Other</b> <b>Total</b>	\$5000-10,000 for NSC  \$10,000 for NCASA regatta support \$15 – 20,000	
<b>Capital Costs</b> <b>Boats</b> <b>Other</b> <b>Total</b>	NSC owns and maintains all equipment	

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<b>Program Name</b>	<b>Association quebecoise de voile adaptee (AQVA)</b>
<b>Formed</b>	1994
<b>Incorporation status</b>	Registered Charity
<b>Founder(s) - genealogy</b>	<p><b>Rene Dallaire</b> came to Mobility Cup in 1994, enjoyed it so much: “we should have this in Quebec”</p> <p><b>First venue</b> was on Montreal Island by the EXPO. Public venue, good location but no facilities.</p> <p><b>Borrowed a Sunbird</b> in 1995 to start program</p> <p><b>Five people</b> in AQVA traveled with the Sunbird.</p> <p>Sherbrooke, KEROUL Camp in Shawinigan (disabled), got TV interviews.</p> <p><b>Three Quebec sailors</b> went to MC1995 in Victoria (Montreal, Quebec City)</p> <p><b>In 1996</b>, met Jake Fichten and Fay Schipper at PCYC and formed a committee to introduce adapted sailing at PCYC.</p> <p><b>Acquired first Martin 16</b> in 1996</p> <p>Sent sailors to all Mobility Cups since 1996 and hosted <b>Mobility Cup 2000</b> at PCYC.</p>
<b>Venue</b>	Point Claire Yacht Club in <b>Montreal</b> , (1996) Club Nautique de Petit Lac Magog, <b>Sherbrooke</b> . (1999) Lac Beauport Yacht Club near <b>Quebec City</b> (1995)
<b>Operating Partnerships</b>	Strong partnership with PCYC. They provide facilities and Membership for AQVA sailors. Strong partnership with Club Nautique de Petit Lac Magog. They provide facilities, assist with bookings, share monitors, and help with volunteers
<b>Fleet</b>	<b>Montreal PCYC</b> - 4 Martin 16s, 1 Access Dinghy, 2 Sunbirds (in repair), 1 RIB safety boat; <b>Quebec City</b> - 1 Sunbird, 1 Windrider <b>Sherbrooke, Lac Magog</b> – 1 Martin 16, 1 safety boat
<b>Members</b>	Montreal 50 members (25 non paying members) Sherbrooke 10 members Quebec City 5 members
<b>Volunteers</b>	Montreal 32 (10 occasional) Sherbrooke 5 Quebec City 3
<b>Volunteers hours logged</b>	Montreal 3200 man-hours (includes AQVA Quebec) Sherbrooke 200 man-hours Quebec City 100 man-hours
<b>Open for Operation</b> <b># days/week</b> <b># weeks per season</b>	Montreal 6 days per week for 12 weeks Sherbrooke 3 – 4 days per week for 9 weeks Quebec City 1 – 2 days per week for 8 weeks
<b>Staff (salaried)</b>	Montreal 1 admin, 1 CYA Certified, 2 sailing staff, 1 coor.

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<p><b>CYA Cert Instructors</b>  <b>Summer Staff</b>  <b>Permanent admin</b>  <b>Volunteer admin</b></p>	<p>Sherbrooke 1 paid staff  Quebec City ½ paid staff</p>
<p><b>Fee Structure</b>  <b>Membership</b>  <b>Sailing Fee</b>  <b>Other</b></p>	<p>Montreal: membership is 15\$ outings 15\$  Sherbrooke: membership is 10\$ outings 10\$  Quebec City: membership is 10\$ outings 10\$</p>
<p><b># Sailings</b>  <b>Independent sailors</b>  <b>Agencies/Groups</b>  <b>Children</b>  <b>Learn-to-Sail</b>  <b>Racing/regattas</b>  <b>Other</b>  <b>Total</b></p>	<p>Montreal 315    Sherbrooke 100    <u>Quebec City 20</u>    Total 425</p>
<p><b>Metrics we measure</b></p>	<p># sailings; # of NEW sailors (set a goal of 25% new per season)</p>
<p><b>Metrics we need to measure</b></p>	<p>Pay attention to image in community; getting our share of publicity in Montreal, Sherbrooke and Quebec City  Record general satisfaction of sailors, volunteers and PCYC Members (informal); financial data</p>
<p><b>Program highlights</b></p>	<p><b>Operational improvements</b>, attracted more people, encouraged team work, improved coordination. We're ready for growth.</p> <p><b>Fund-raising events</b> helped to generate support, raise funds and expand the image of AQVA. <b>Spaghetti Supper</b> in the spring, <b>MC Send-off</b> in St. Anne de Bellevue, <b>Blues Night</b> in the fall were great events.</p> <p><b>Coupe du Quebec!</b> To bring people, sailors and volunteers together for enjoyable racing and training opportunities at PCYC and to promote development and contact among DSA in the east. Participation in the past few years increased to 11 – 14 boats.</p> <p><b>Sailors participated</b> and traveled to regattas at <b>MC2005</b> in Calgary, <b>Toronto, Lake Champlain</b> and <b>Lake George</b>.</p>
<p><b>Unique things about the way we operate</b></p>	<p><b>AQVA is set up as a Provincial organization</b> for the development of adapted sailing in Quebec regions such as Montreal (PCYC), Sherbrooke and Quebec City. AQVA Provincial provides common service such as charitable number for fund raising, insurance, technical support and coordination of events and objectives.</p> <p><b>AQVA core group is strong.</b> Ten of the 15 core members have volunteered from 4 to 11 years.</p> <p>Good and reliable <b>volunteer base</b> from within and outside</p>

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	<p>of PCYC.</p> <p><b>AQVA Montreal developed at PCYC</b> from a “club within a club” to a more strong and integrated relationship. AQVA is progressively more pro-active and interactive with the PCYC Membership and the club’s sailing events. Since 1996, PCYC has recognized the special relationship and contribution of AQVA to the club and sailing community by bestowing some of its top honors to AQVA sailors and volunteers. The partnership with PCYC provides for a stable volunteer base and more cost effective operation.</p> <p>Similarly, the chapter in Sherbrooke developed an excellent relationship with Club Nautique de Petit Lac Magog. They have secured funding for a boat and equipment to run a growing program in that area with support and cooperation of AQVA at PCYC.</p>
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<p><b>Top 3 Challenges</b></p>	<p><b>#1</b> <b>Fundraising is priority #1.</b> (and probably #2 and #3) We have learned that everyone must be focused, everyone has to contribute. We are trying to shift from a strictly committee based operation to one that includes a broader membership participation. <b>Fund-raising effort</b> has been strengthened in the past year by having the executive more directly involved in leadership and initiatives with some encouraging and measurable results. There was a stronger focus on reaching Foundations and generating fundraising events that provided enjoyable encouragement to sailors and volunteers.</p> <p>However, Fundraising in relatively small communities such as Petit Lac Magog site, remains particularly challenging.</p>
	<p><b>#2</b> <b>More out reaching required.</b> Emphasis has been on operating the local program. More attention required on the “Big Picture”. Greater focus on the development of adapted sailing programs in other regions of Quebec.</p>
	<p><b>#3</b> <b>Developing and maintaining relationships with a) the sailing community and b) the disabled community</b></p> <p>Greater communication with Commodores of local yacht clubs to either support existing programs and to spawn activities in their own clubs. Maintain contact with Corporations through the sailing community. Build closer ties with Groups and Agencies providing services to persons with disabilities in the community.</p>

**Financial Data** (as reported to public stakeholders)

<b>Revenue</b> <b>Memberships &amp; Sailing Fees</b> <b>..Donations</b> <b>Employment grants</b> <b>Gaming funds</b> <b>In-kind</b> <b>Other</b>	Total: 47,900\$	
<b>Operating Costs</b> <b>Staff</b> <b>Venue</b> <b>Insurance</b> <b>Maintenance</b> <b>Other</b> <b>Total</b>	48,000\$	
<b>Capital Costs</b> <b>Boats</b> <b>Equipment</b> <b>Venue</b> <b>Other</b> <b>Total</b>	0	
<b>Notes and comments</b>		

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<b>Program Name</b>	<b>Able Sail New Brunswick (ASNB)</b>
<b>Key Contact</b>	Bob Melanson 506-885-8340
<b>Formed</b>	
<b>Incorporation status</b>	
<b>Founder(s) - genealogy</b>	
<b>Venue</b>	
<b>Operating Partnerships</b>	
<b>Fleet</b>	
<b>Members</b>	
<b>Volunteers</b>	
<b>Volunteers hours logged</b>	
<b>Open for Operation</b> # days/week # weeks per season	
<b>Staff (salaried)</b> CYA Cert Instructors Summer Staff Permanent admin Volunteer admin	
<b>Fee Structure</b> Membership Sailing Fee Other	
<b># Sailings</b> Independent sailors Agencies/Groups Children Learn-to-Sail Racing/regattas Other <b>Total</b>	
<b>Metrics we measure</b>	
<b>Metrics we need to measure</b>	

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<b>2005 Program highlights</b>	
<b>Unique things about the way we operate</b>	

<b>Top 3 Challenges</b>	<b>#1</b>	
	<b>#2</b>	
	<b>#3</b>	

**Financial Data** (as reported to public stakeholders)

<b>Revenue</b>		
<b>Memberships &amp; Sailing Fees</b>		
<b>..Donations</b>		
<b>Employment grants</b>		
<b>Gaming funds</b>		
<b>In-kind</b>		
<b>Other</b>		
<b>Total</b>		
<b>Operating Costs</b>		
<b>Staff</b>		
<b>Venue</b>		
<b>Insurance</b>		
<b>Maintenance</b>		
<b>Other</b>		
<b>Total</b>		
<b>Capital Costs</b>		
<b>Boats</b>		
<b>Equipment</b>		
<b>Venue</b>		
<b>Other</b>		
<b>Total</b>		
<b>Notes and comments</b>		

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<b>Program Name</b>	<b>Sail Able Association of Nova Scotia (SAANS)</b>
<b>Key Contact</b>	Judy Simms 902-463-4161 ; James Stewart
<b>Formed</b>	1990
<b>Incorporation status</b>	Not-for-profit association under Societies Act
<b>Founder(s) - genealogy</b>	Founded by disabled & able-bodied persons who wanted to start a Disabled Sailing Program similar to Able Sail New Brunswick's program.
<b>Venue</b>	Boat is located at Shearwater Yacht Club, Eastern Passage, Nova Scotia
<b>Operating Partnerships</b>	Nil
<b>Fleet</b>	One Freedom 20 sailboat (adapted)
<b>Members</b>	7 in 2005
<b>Volunteers</b>	5 in 2005
<b>Volunteers hours logged</b>	Not known but approximately 700 hours. All are volunteers.
<b>Open for Operation</b> # days/week # weeks per season	7 days/week, from mid-May until mid-October of each year.
<b>Staff (salaried)</b> CYA Cert Instructors Summer Staff Permanent admin Volunteer admin	No salaried staff – all are volunteers One None in 2005 One full time volunteer The same full time volunteer
<b>Fee Structure</b> Membership Sailing Fee Other	\$20 per person for membership (covers SAANS's fee of \$20 per person to Nova Scotia Sailing Association). No sailing fees are charged. There are no other fees charged.
<b># Sailings</b> Independent sailors Agencies/Groups Children Learn-to-Sail Racing/regattas Other Total	Varies from year to year. In 2005, approximately 8 individual people each sailing once or twice a week. No agencies/groups. Once child with parent sailed twice. No Learn-to-Sail formal training but all new sailors are taught basics of sailing plus basics of how to sail the Freedom Independence boat. One person raced the boat for some Wednesday night club races.
<b>Metrics we measure</b>	? Not known what you are asking.
<b>Metrics we need to measure</b>	? Not known what you are asking.

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<b>2005 Program highlights</b>	
<b>Unique things about the way we operate</b>	

<b>Top 3 Challenges</b>	<b>#1</b>	
	<b>#2</b>	
	<b>#3</b>	

**Financial Data** (as reported to public stakeholders)

<b>Revenue</b>		
<b>Memberships &amp; Sailing Fees</b>	\$40.00	
<b>..Donations</b>	Nil	
<b>Employment grants</b>	Approx. \$600.00	
<b>Gaming funds</b>	Nil	
<b>In-kind</b>	Nil	
<b>Other</b>	Nil	
<b>Total</b>	Approximately \$640.00	
<b>Operating Costs</b>		
<b>Staff</b>	Nil	
<b>Venue</b>	\$1,200.00	
<b>Insurance</b>	\$400.00	
<b>Maintenance</b>	\$300.00	
<b>Other</b>	\$200.00	
<b>Total</b>	Approximately \$2,100.00	
<b>Capital Costs</b>		
<b>Boats</b>	Nil	
<b>Equipment</b>		
<b>Venue</b>		
<b>Other</b>		
<b>Total</b>		
<b>Notes and comments</b>	I don't have official paperwork in front of me in order to give actual amounts as responses.	