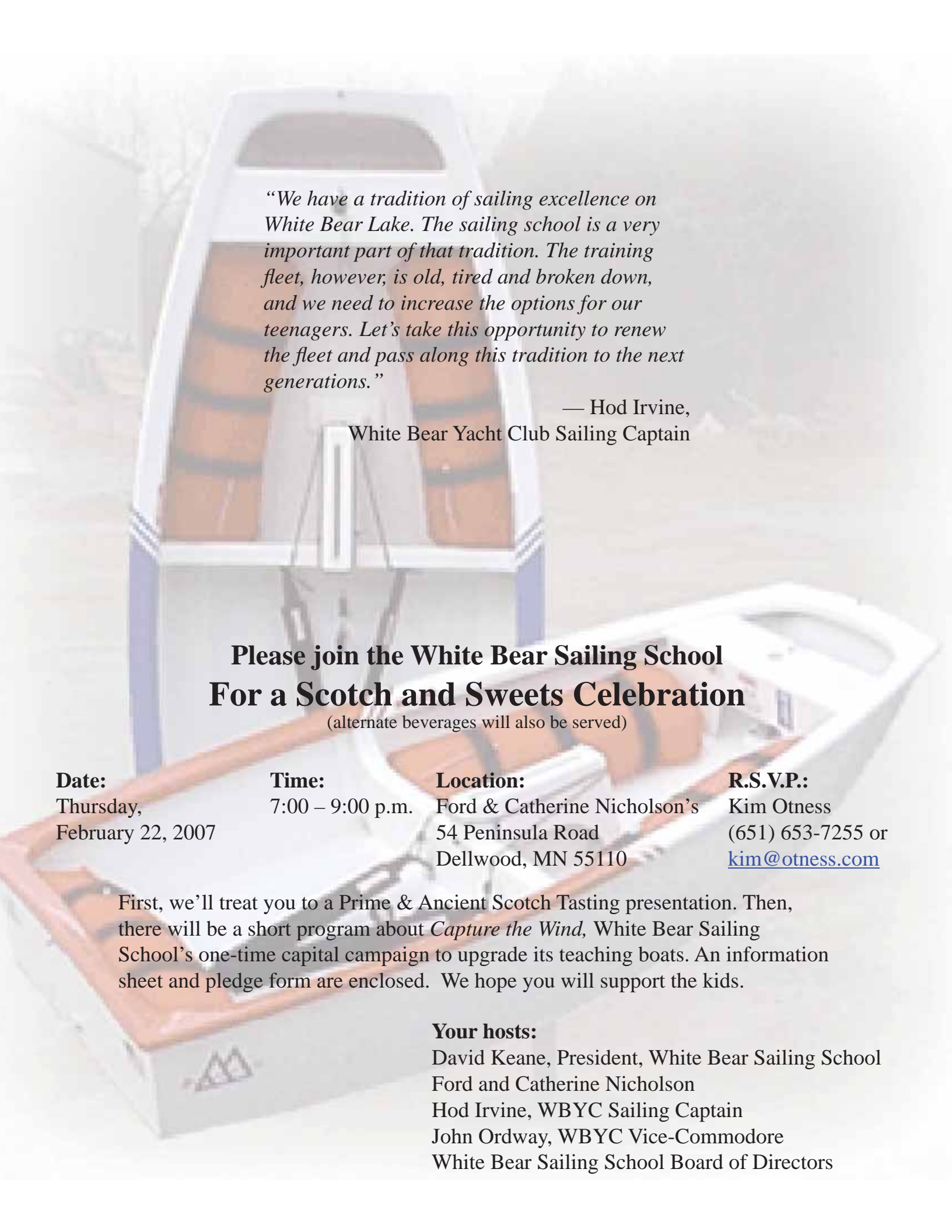


# White Bear Sailing School



## A Sailing Legacy



*“We have a tradition of sailing excellence on White Bear Lake. The sailing school is a very important part of that tradition. The training fleet, however, is old, tired and broken down, and we need to increase the options for our teenagers. Let’s take this opportunity to renew the fleet and pass along this tradition to the next generations.”*

— Hod Irvine,  
White Bear Yacht Club Sailing Captain

## **Please join the White Bear Sailing School For a Scotch and Sweets Celebration**

(alternate beverages will also be served)

**Date:**

Thursday,  
February 22, 2007

**Time:**

7:00 – 9:00 p.m.

**Location:**

Ford & Catherine Nicholson’s  
54 Peninsula Road  
Dellwood, MN 55110

**R.S.V.P.:**

Kim Otness  
(651) 653-7255 or  
[kim@otness.com](mailto:kim@otness.com)

First, we’ll treat you to a Prime & Ancient Scotch Tasting presentation. Then, there will be a short program about *Capture the Wind*, White Bear Sailing School’s one-time capital campaign to upgrade its teaching boats. An information sheet and pledge form are enclosed. We hope you will support the kids.

**Your hosts:**

David Keane, President, White Bear Sailing School  
Ford and Catherine Nicholson  
Hod Irvine, WBYC Sailing Captain  
John Ordway, WBYC Vice-Commodore  
White Bear Sailing School Board of Directors

## **White Bear Sailing School Campaign Committee:**

Bob Broen

Emily Cox

Gloria Drake

Pat Dunsworth

David Keane

Paige Lee

Bud Markhart

Becky McCoy

Jon Morris

Kim Otness

Terry Thompson

Lucy Voltz

John Weiss



# 2007 White Bear Sailing School Capital Campaign “Capture the Wind”

## *The past, present, and future...*

### **The Past**

- A part of the 120-year legacy of sailing on White Bear Lake
- An important part of many family histories around the lake
- Introduced sailing to thousands of area youth
- Produced many champion sailors

### **The Present**

- An independent 501(c)(3) non-profit corporation but closely affiliated with WBYC
- Active and committed board of directors
- Balanced budget without significant donations for the past 15 years
- Riding a tide of momentum:
  - Participation close to maximum capacity every year
  - 200+ registrations in 2006
  - Staff at highest caliber in years
  - Leadership Opportunities – Staff Development
  - Students posting impressive results in competitions
- Obsolete training fleets
  - Optis past useful life; high maintenance costs
  - X boats past useful life; safety issues

### **The Future**

- WBSS needs a new fleet of boats to deliver an acceptable standard of programs
- 420s are the current standard for double-handed youth sailing
  - Local regatta opportunities with TCYS (Twin City Youth Sailing)
  - Extend opportunities for High School sailing and up to age 25
- Optis remain the preferred choice for beginning sailors through age 15
- Our plan calls for 10 new 420s and 10 new Optis
- We expect to continue to improve on the professionalism of our offerings
- We expect to continue delivering life lessons to area youth
- We expect to continue to develop and support premiere athletes in the discipline of sailing

### **Summary**

We have the organization, staff, and plan to take WBSS forward for decades to come. After analyzing various options to get to our goal of a new fleet of 420s and Optis, we have concluded that the most efficient and cost-effective method is to conduct a one-time capital campaign “Catch the Wind” to fully launch this initiative in one fell swoop. In addition, we are simultaneously establishing an endowment for WBSS to sustain ongoing equipment maintenance and replacement. Our goal is to have a substantially self-sufficient organization that can grow and improve for years to come without the need for repeated appeals for additional funding.

Can we count on your support?

# “Capture the Wind”

## Contribution Levels

These are examples of the purchasing power of your donation. All donors at these levels will be recognized on a “Capture the Wind” capital campaign plaque to be displayed permanently at the Sailing Pavilion at White Bear Yacht Club.

All contributions designated for a boat will also be recognized by naming rights for the boat/s as well a permanent nameplate with your name on the boat/s.

Support Level	Donation	Purchasing Power
<b>Admiral</b>	\$25,000+	<ul style="list-style-type: none"><li>• 4 Vanguard Club 420s</li><li>• 2 Vanguard Club 420s + 4 Optimist Dinghies</li><li>• 10 Optimist Dinghies</li><li>• 1 Whaler Type Coach Boat + 2 Club 420s</li><li>• 1 Deck/Dock System</li></ul>
<b>Commodore</b>	\$15,000+	<ul style="list-style-type: none"><li>• 2 Club 420s + 2 Dollies</li><li>• 6 Optimist Dinghies</li><li>• 1 Club 420 + 3 Optimist Dinghies</li><li>• 1 Whaler Type Coach Boat</li></ul>
<b>Fleet Captain</b>	\$10,000+	<ul style="list-style-type: none"><li>• 1 Club 420 + 1 Optimist</li><li>• 4 Optimist Dinghies</li></ul>
<b>Skipper “420”</b>	\$7,500+	<ul style="list-style-type: none"><li>• 1 Club 420 + 1 Dolly</li><li>• 1 Coach Motor Boat (Aluminum)</li></ul>
<b>Skipper “Optimist”</b>	\$2,500+	<ul style="list-style-type: none"><li>• 1 Optimist Dinghy</li></ul>
<b>Crew</b>	\$500+	<ul style="list-style-type: none"><li>• 10% of a Club 420</li><li>• 25% of an Optimist Dinghy</li></ul>
<b>Friend of WBSS</b>	\$100+	Towards boats as needed

### Equipment Cost:

New Vanguard Club 420 .....	\$6,900
New McLaughlin Club Optimist Dinghy .....	\$2,500
Coach Boat - Deep “V” Aluminum + 15 Hp Motor .....	\$7,000
Coach Boat - Whaler Type + Motor.....	\$14,000 (est.)
Dolly for 420.....	\$500
Dock or Deck System for 420 Shoreline Storage .....	\$25,000 (est.)
Endowments for future replacements .....	\$10,000 Goal for 2007

# 2007 White Bear Sailing School

## *“Capture the Wind”*

### Capital Campaign Pledge Form

I pledge my support to the White Bear Sailing School “Capture the Wind” 2007 Capital campaign. Both parties understand that all donations will be applied to the purchase of a new fleet of Vanguard Club 420’s, replacement of the current fleet of 10 Optis with new McLaughlin Club Optimists, 3 new coach boats and a new dock system for the lakeshore storage of the 420 fleet. Other necessary equipment such as dollies, cradles and ancillary equipment necessary for the day-to-day operation of the new 420 fleet will be included.

I pledge:

Admiral	(\$25,000+)	\$ _____
Commodore	(\$15,000 - \$25,000)	\$ _____
Fleet Captain	(\$10,000 - \$15,000)	\$ _____
Skipper “420”	(\$7,500 - \$10,000)	\$ _____
Skipper “Optimist”	(\$2,500 - \$7,500)	\$ _____
Crew	(\$500 - \$2,500)	\$ _____
Friend of WBSS	(\$100 - \$500)	\$ _____
Other	(\$5 - \$100)	\$ _____
Contribution to Endowment Fund		\$ _____
<b>Total</b>		<b>\$ _____</b>

I would like to request that my donation be designated as follows:

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I hereby commit to the following payment schedule:

Feb 28 (    )%; March 31 (    )%; April 30 (    )%; May 31 (    )%;  
June 30 (    )%

Other: \_\_\_\_\_ (    )%

Signature: \_\_\_\_\_ Date: \_\_\_\_\_

Print Name: \_\_\_\_\_

Please forward your donation to: Emily Cox, WBSS Fund Raising Chair  
5925 Polar Bear Lane,

Thank You for your donation!      White Bear Lake, MN 55110