We exist to benefit our community through education, impactful experiences and by sharing access to maritime resources.
Welcome to Nauticus’ FY18 Annual Report. We have much to celebrate – especially Nauticus’ wonderful new trend of breaking its own records! This was our fourth year of surpassing both attendance and revenue numbers and our ninth straight year of growth. Paid attendance was just over 200,000, in addition to the 150,000 additional visitors who came for special events, cruises and Sail Nauticus activities. Special experiences included And Still I Rise programming for Black History Month, our annual Frisky on the Wiskey fundraiser, Eclipse Day, SHIPWRECK! Pirates & Treasure and Dickens’ Christmas Towne, which exceeded 2016 visitation by nearly 7,000 visitors.

On July 1, many Nauticus staff members transitioned from being City of Norfolk employees to Nauticus Foundation employees, a strategic re-positioning that will help sustain the growth we’ve experienced over the last few years.

A big “thank you” to the dedicated, hard-working staff and volunteer team, whose efforts make Nauticus and the Battleship Wisconsin run so successfully. I’m very proud to serve as chair of an organization that continues to excel so consistently.

Enjoy this opportunity to learn about Nauticus’ successes this past year, and thanks so much for your support. We couldn’t have done it without you!

All the best,
Eddie Wolcott
Outreach

Our staff does an exceptional job of educating our museum visitors and, increasingly, our education team is also spending time off campus in order to share the Nauticus experience with student groups. In FY18, educators conducted 62 outreach programs serving 6,165 school children.

NORFOLK PUBLIC SCHOOLS PARTNERSHIP

At the heart of our outreach programming is a long-standing partnership with Norfolk Public Schools (NPS). For more than a decade, Nauticus has provided programs at Camp Young for every NPS second-grade class and hosted the NPS Science Fair every February.

“We very much enjoy our relationship with Nauticus and appreciate how well they match the activities they bring to what the students are doing at camp,” said Dr. Veronica “Ronnie” Hayes, Camp Young director. “They not only assist us during the regular school year but also come out for special events, like Seuss on the Loose.”
ECLIPSE DAY
On August 21, Nauticus held an amazingly successful Eclipse Day to celebrate a rare total eclipse of the sun. Hundreds lined up for free eclipse viewing glasses and the chance to view the eclipse from the decks of the Battleship Wisconsin. The day’s activities gave visitors a chance to learn what causes this solar phenomenon, make eclipse crafts, and even re-enact an eclipse by replicating the patterns of the moon, sun and earth!

AND STILL I RISE
In celebration of Hampton Roads’ nationally recognized African-American innovators, Nauticus presented And Still I Rise during Black History Month. Tuskegee Airmen Dr. Harry Quinton and Reverend Bill Burrell led a panel on “African-Americans in the Military,” and historian and author Dr. Cassandra Newby-Alexander of Norfolk State University gave a presentation on “Waterways to Freedom.” Another highlight was a panel on African-American scientists with retired NASA scientist Dr. Christine Darden, and NASA Modern Figure Michelle Ferebee. There were also panels designed for child interaction and feedback. “This happens to be Black History Month, but all children, no matter what race they are, want to see themselves” said Dr. Darden. “They have to see scientists who look like them.”
OVERNIGHTS
Overnights on the Battleship are among Nauticus’ most popular experiences. In FY18, more than 1,500 campers slept the way Wisconsin sailors did. Highlights of the year included hosting bike riders from the Dream Project, a free military family Christmas overnight, a special Camp Fury overnight for Girl Scouts, and a Children’s Hospital of the King’s Daughters Anthem Lemonaid fundraiser.

“Please extend our thanks to your entire staff, who helped make our overnight stay aboard the Wisconsin such a great experience. You and your team really made us feel welcomed and provided great programs that were both a lot of fun and great education.”
Chris Moland, Pack 29

“I wanted to write to thank you and your team for an exceptional opportunity for my family to spend the night on the Wisconsin. My wife, Soraya, and children Sophia (10) and Donato (8) were able to attend the overnight on Saturday. I look forward to pursuing a future event with our families and/or Scout groups as we return from deployment and move toward the summer and beyond.”
Thank you so much! Joe Femino

“I was one of the adult leaders for Troop 540 who stayed on the ship 18-19 March. I just wanted to let you know how much fun my 8-year-old grandson had - he still talks about learning not one, but two knots and said it was the best bed he’d ever slept in. I retired with 27 years in the Army so the military means a lot to me, and I want to give my grandson every opportunity to learn and interact with the military and with history. The staff was very knowledgeable and helpful. I loved how they took time with the kids and made sure they learned along with having fun. Please make sure that everyone involved knows how much they did and how much we appreciated them.”
Brian L. Cook
SHIPWRECK! Pirates & Treasure
Spanning centuries of maritime history, this interactive exhibit in the Decker Half Moone Center throughout the summer of 2018 let visitors experience the thrill of shipwreck exploration while investigating some of the world’s greatest maritime stories. SHIPWRECK! contained more than 500 priceless artifacts recovered from famous shipwrecks, including real gold and silver treasure. Thousands visited the exciting exhibit.
For its fourth year, Dickens’ Christmas Towne outdid itself once again, combining perennial favorites with exciting new programming, that resulted in the best year since the experience opened in 2013. Nearly 32,000 visitors walked the Victorian streets of the Decker Half Moone Center during the last six weeks of 2017. Dickens’ Christmas Towne expanded beyond the Towne’s walls, transforming the Elizabeth River into a “London Docks” area that featured a 120-foot-long maze built entirely from shipping pallets. A partnership with TowneBank led to the creation of “Once Upon a Towne,” a story room hosted by a talking bookworm. Between Christmas and New Year’s, visitors also took part in special programming, including a Princess & Pirate Day and a standing-room-only kid-friendly balloon drop on New Year’s Eve.

Visitors came from across Hampton Roads and beyond to experience the holiday magic. Top cities of visitor origin were Virginia Beach (30%), Norfolk (18%), and Chesapeake (16%). Guests also visited from Massachusetts, New Jersey, New York, Pennsylvania, Delaware, Maryland, North & South Carolina, Georgia and Florida.
**SCHOONER VIRGINIA**

In October, the schooner Virginia took top prize among a field of 20 tall ships in the Great Chesapeake Bay Schooner Race. Taking an early lead and never looking back, the Virginia, captained by Nauticus’ Erik Lohse, was first to cross the finish line at Thimble Shoal Light and set a new record race time of 11 hours, one minute and 41 seconds.

“The Virginia is an asset for the Commonwealth and Hampton Roads at large. We are a maritime-centric community and Nauticus is the perfect place for this vessel to flourish,” said Ed Whitmore, owner/president of Norfolk Tug Co. and a Nauticus board member.

**FRISKY ON THE WISKY**

Nearly 500 revelers attended the Battleship Wisconsin’s Fifth Annual Gettin’ Frisky on the Wisky fundraiser in May. The event raised nearly $77,000 to support the Sail Nauticus Academy program.

The evening of seafaring fun included music by Bri Wehner and Cheap Thrills, games, a signature daiquiri with rum from local distillery Dead Reckoning, and a silent auction.

“This vessel is critical to Norfolk – for those who love sailing, work to share that enthusiasm, demonstrate the grace of our maritime heritage and encourage maritime endeavors – what better place exists?”

The 122-foot-long schooner became a part of the Nauticus Foundation’s sailing program in 2016. Its mission is to engage the Hampton Roads community with a focus on delivering transformative experiences to our underserved youth.
A PRESTIGIOUS AWARD
In January, Sail Nauticus received the Creative Innovations in Programming Award from the U.S. Sailing Association, one of the sail-racing industries’ top distinctions. The award recognizes programs or individuals who have successfully found “outside the box” methods for teaching sailing to further connect their organization to the community.

“We’re honored to receive such a prestigious award that rewards ingenuity,” said Sail Nauticus Executive Director K.C. Fullmer. “Watching our kids progress through the Academy, becoming mentors to younger students and growing in so many ways, is incredibly rewarding. But it’s always nice to be recognized.”

PROGRAMMING
Now in its fifth year, Sail Nauticus Academy continues to enrich the lives of hundreds of Hampton Roads children, mostly from underserved communities, who now sail with confidence.

“My favorite part of Sail Nauticus is when I get to sail with my favorite people on a good day.”
Joshua Elquiero - 8th grader, Rosemont Middle School

“First day of a new year...pretty awesome! I’m glad to be back sailing with all of my friends.”
Imani Hankerson, 7th grader, Academy for Discovery Lakewood

“It was an interesting first day. We learned about the wind (who knew that was important???). I learned how to steer the boat and I feel like I will make some good friends.”
Avery Hale, 6th grader, Ghent School

Peter Leighton, manager of youth programs, has been with Sail Nauticus since it began in 2013. A Nauticus educator for many years, his first task was recruiting sixth graders for the new after-school program, then developing land-based activities that reinforced sailing STEM skills. With no prior sailing experience, he found that instructing Sail Nauticus Academy students and campers helped build confidence.

“Teaching is the best way to learn,” said Leighton.

Significantly, Sail Nauticus Academy graduates don’t disappear after high school. Many stay in touch and often sign up as summer camp volunteers, which is especially gratifying to Leighton.

“You know you’ve made an impact when the kids come back on their own and are happy to see you,” he said.

Jacob Raymond has served as the adult programs manager at Sail Nauticus for a year. Jacob was the 2016 recipient of the U.S. Sailing Association’s Martin A. Luray award, given to individuals who make outstanding contributions to public access sailing. "I belong to a large community, not just in Norfolk but anywhere I go", said Jacobs, “I’m always embraced as a sailor.” Under Jacob’s direction, membership has grown to nearly 200 adult participants.
# Statement of Financial Position

**Year Ended June, 30, 2018**

## ASSETS

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<td>Cash and cash equivalents</td>
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<td><strong>Total</strong></td>
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## LIABILITIES AND NET ASSETS

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<td>Current liabilities:</td>
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<td><strong>Total</strong></td>
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Our volunteer program continues to offer more exciting opportunities for community engagement. During FY18, more than 250 core volunteers contributed more than 33,000 service hours. Also of significance, overall group volunteerism has grown by 15%.

New volunteer partnerships with the ODU Office of Leadership & Student Involvement, AB Cares, and Volunteer Hampton Roads have brought more community and corporate groups to volunteer at Nauticus. Military partnerships have also expanded.

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