



# VetsBoats

Restoring Purpose. Building Community. Sailing Forward.

# Mission

Restore veterans' health, confidence, and community connection through the therapeutic power of sailing & boat restoration.



# Vision

Build a nationwide network empowering veterans and families through maritime education, teamwork, and inclusion – connecting military service to lifelong well-being.



# Introducing A New Team

Marketing Director  
 Standards Director  
 Outreach Director  
 New England Chapter Director  
 3 New Board Members  
 5 New Advisors

## Boats

- 68' Clover, Richmond CA
- 65' Baylis, Richmond CA (Wylie Charters)
- 32' Indra, Cape Cod MA (Sailing For Veterans)

## 2026 Organization



### Board of Advisors

Brett Crozier  
 Walt Fricke  
 Jason Ledlow  
 Dennis Murphy  
 Darren Walton

### Board of Directors

Terry Moran - Chairman  
 Matt Cline - Secretary  
 Phil Connolly - Finance  
 Tom Gilheany - Policy  
 Matt Goettelman - Development  
 Tony Maffei - Outreach  
 Ashley Matchett Woods - Branding

### Executive Director

Terry Moran (acting)

### Marketing

Jen Moran

### Clover Project Manager

Jody Watt

### Chapters

Pacific Northwest (OR, WA)  
 Northern CA - TBD  
 Southern CA - TBD  
 Great Lakes - TBD  
 Gulf of America - TBD  
 Intracoastal Waterway - TBD  
 Chesapeake - TBD  
 New England - George Dratellis

### Standards

Jeff Platt, CAPT USCG

### Volunteer Coordinators

Connie Farris  
 Rita Houchin  
 Kevin Houchin  
 Lindsay Remer  
 Mark Simons



# 10 Years In Operation

1,500 Veterans on the water (est.)  
3,000 Volunteer Hours on Clover (est.)  
18 VA and Veterans Groups supported

Saved and Restoring Clover, for the Voyage to Hawaii with Veterans

Measuring Impact using same tools used in VA Research - 95% Success rate

Boats Operated & Chartered

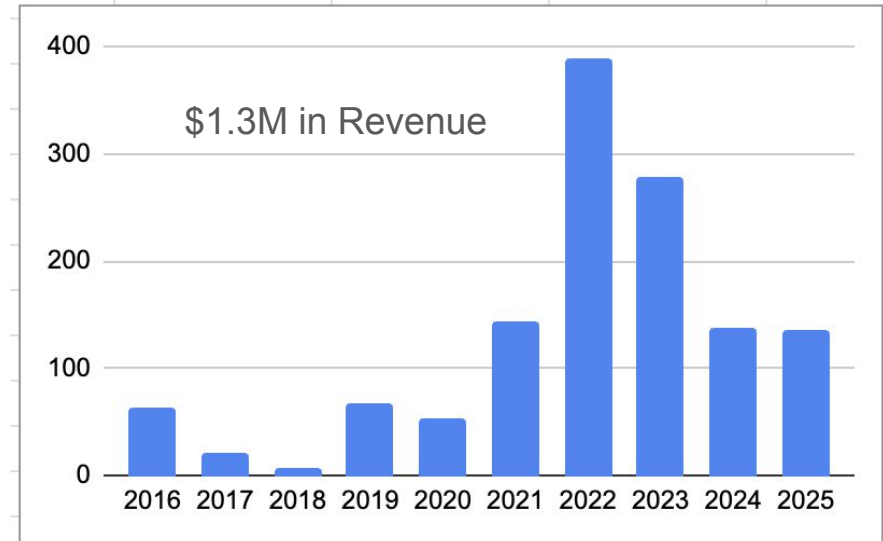
2016 - 2019: VALIANT

2022 - 2023: RASCAL, OCEAN QUEEN V & SUNDA

2024: BAYLIS, MATTHEW TURNER & SEWARD

2025: BAYLIS, ADVENTURE CAT

## Financial Performance



Liabilities:

\$150K Bank of Marin (33 months remaining)

\$450K - Moran Family (Indefinite term)



# Core Programs

## Healing Sails

Free, VA-partnered sailing experiences for veterans coping with PTSD, injury, or transition stress.

## Clover Project

Hands-on restoration of 1938 WWII cutter where veterans rebuild skills, confidence, and community.

## Cohort Sailing Model

6 week seamanship & leadership program culminating in a group voyage.

## Link in the Chain

A national boat-owner volunteer network modeled after Angel Flight West—safely connecting captains to veterans in need.



# Clover Project: Flagship Restoration

*"I can't tell you the emotion that I experienced being a part of and filming the journey."*

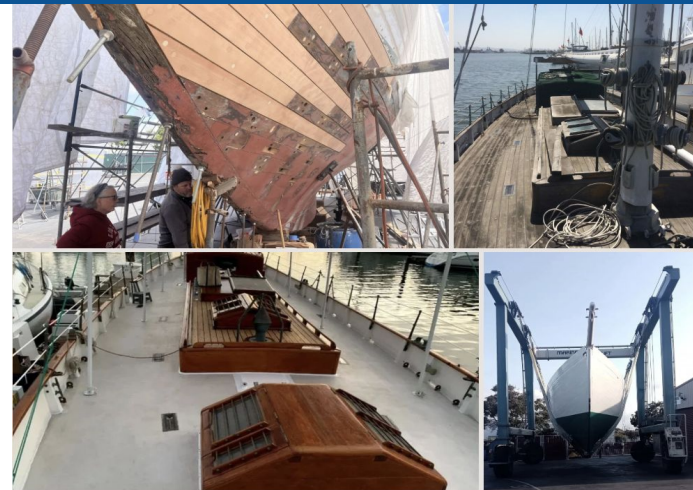
Stan - Vietnam Veteran

**Stats:** *68-foot 1938 World War II era wooden cutter*

**Project Status:** *Restoration underway by veterans*

**Skills & Learning:** *rigging, carpentry, marine safety*

**Future:** *Voyage to Hawaii – With an all-veteran crew*



*What the military does is prepare us to go to war.*

*What they don't do well is to prepare us to come back to civilian life. VetsBoats creates a community of like-minded people, because when you're sailing, you have a mission, a goal.*

Frank, Cold War Veteran

Healing Veterans



Through Camaraderie

# Impact and Model: *Camaraderie & Service*



# 2025 Summary

- 28 Sailing Events & 12 Volunteer Days
- 2 Fundraising Events
- Clover Haulout Complete
- \$135K Revenue
  - 36% Grants
  - 15% Events
  - 49% Private donations
- \$286K in expenses
  - 78% Clover Restoration Project
  - 17% Operations
  - 6% Admin, Development & Travel
- \$150K Bank of Marin loan

## 620 Veterans Came From:

Twin Cities AL Post 333  
Log Cabin AL Post 137  
VFW Post 10125 in Rancho Cordova  
Paralyzed Veterans of America – Palo Alto Chapter  
VA – Palo Alto Post Traumatic Brain Injury Clinic and Domiciliary Clinics  
VA – Blind Clinic  
VA – Mather and Martinez Clinics  
VA – San Francisco Community Engagement Program  
Various - via Website & Social Media



# 2026 Objectives

- Serve 1,000 veterans
  - 20 Sailing Events
  - 12 Large Volunteer Work Days
  - 12 Community Events
- Complete Clover to motor-power operations on San Francisco Bay
- \$156K Revenue - 22% incr. from '25
- Complete framework for capacity, standards, and brand promotion

# Key Assumptions

Engaged team executing fundraising plan and calendar

Clover project objectives completed on time and on budget

New digital platforms and expanded outreach initiatives

Business Plan and Other Plans Completed and Adopted



# 2027-2029 Outlook

Activation is contingent on

- Successfully completing 2026 objectives
- Achieving the \$500K Goal laid out in the Fundraising Plan

Key Objectives:

- Building the National Network
- Completing the Clover Restoration Project
- Adding staffing for expanded veteran services
- Add Revenue Stream from Memberships

	FY2027	FY2028	FY2029
<b>Income</b>			
Donations - Unrestricted	\$150,000	\$200,000	\$300,000
Donations - Events	\$75,000	\$100,000	\$200,000
Donation - Memberships	\$5,000	\$10,000	\$25,000
<b>Total Income</b>	<b>\$230,000</b>	<b>\$310,000</b>	<b>\$525,000</b>
<b>Expense</b>			
Administrative	\$15,000	\$25,000	\$150,000
Development	\$5,000	\$7,500	\$7,500
Insurance	\$2,425	\$2,425	\$2,425
Travel	\$2,400	\$3,600	\$3,600
Travel - Mileage & Tolls	\$3,500	\$4,500	\$4,500
Clover Berthing and Storage	\$15,564	\$15,564	\$15,564
Project Manager (Jody)	\$48,000	\$48,000	\$48,000
Boat Maintenance (Armel)	\$18,000	\$18,000	\$18,000
Clover Supplies & Services	\$50,000	\$110,000	\$110,000
Bank of Marin Loan Payments	\$50,000	\$50,000	\$50,000
Sailing Program	\$11,500	\$11,500	\$11,500
Misc	\$2,000	\$2,000	\$2,000
<b>Total Expenses</b>	<b>\$223,389</b>	<b>\$298,089</b>	<b>\$423,089</b>





# VetsBoats

Healing Through Camaraderie

Headquartered in Sausalito, CA  
EIN 46-4194065

[www.VetsBoats.org](http://www.VetsBoats.org)  
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