



# *Dive Pirates Foundation*

**Bringing Adaptive Divers into the  
Mainstream Diving Community**

## ***5 Year Business Plan***

***Rev 2.0***

***March 2009***



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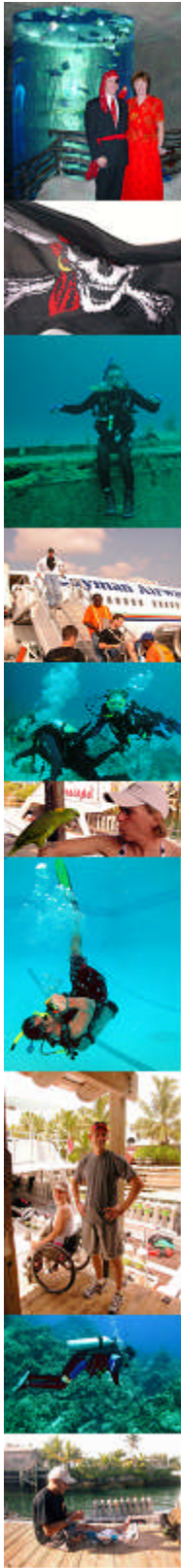
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## 1.0 Who We Are

### Mission and Vision

#### *Mission*

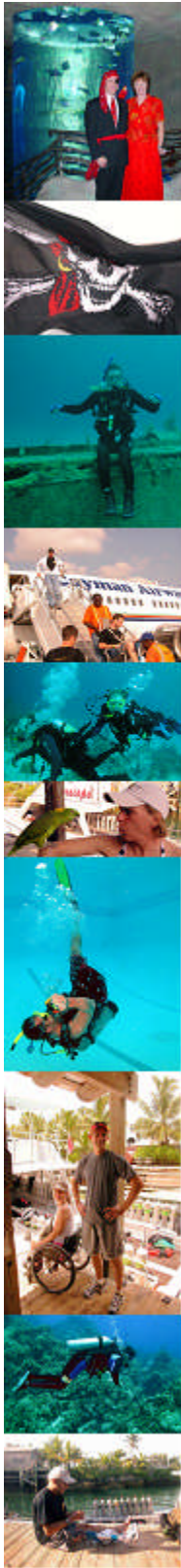
Based on camaraderie, compassion, freedom to dive, and the Code of Conduct, Dive Pirates will support, train, equip, and provide dive travel to individuals with disabilities through Adaptive Scuba Diving

#### *Vision*

Dive Pirates will create a community of Adaptive Divers that will dive and travel in the mainstream world of Scuba Diving through education and overcoming obstacles.

#### *What's In a Name?*

Dive Pirates derives its name and philosophy from the combination of diving adventure and the romance of the Caribbean, especially the panache of pirates. Traditionally, pirate crews would take care of injured crew members by making them peg legs, hooks, eye patches, etc. Disabled crew members were not banished from the ship, but were given new tasks that they could perform and be useful to the rest of the crew. They were also given a pre-determined cut of the booty in exchange for their contribution. Dive Pirates continues that spirit by bringing the Adaptive Divers along with the rest of the crew and cutting them in on the priceless booty of Scuba Diving in the Caribbean.

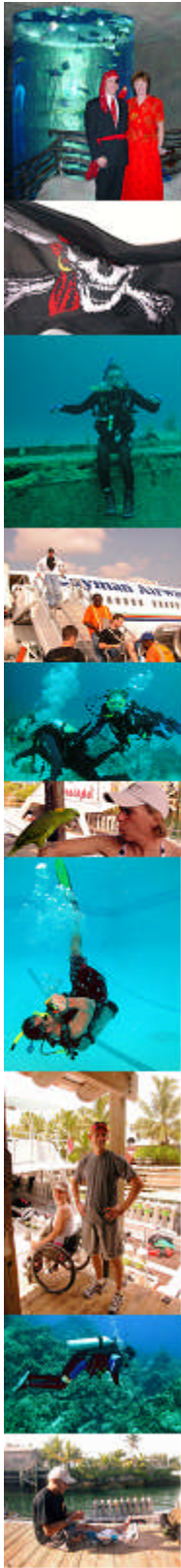


## Description of SCUBA and Adaptive SCUBA

Self Contained Underwater Breathing Apparatus (SCUBA) is a popular sport created and made famous by Jacques Cousteau. Although it was once a sport for only the strongest of swimmers, it is now a sport that is enjoyed from ages 10 to 80 and beyond. Resorts and dive boats operate around the world and the sport has generated a specific travel industry. Air travel to the Caribbean makes most dive destinations within 2-5 hours from most US cities and this accessibility has helped grow the sport.

Instruction and safety is self regulated by the Recreational Scuba Training Council. Members include the instructional agencies of Scuba Schools International (SSI), Professional Association of Dive Instructors (PADI), National Association of Underwater Instructors (NAUI) and others. These agencies have agreed to a common set of minimum requirements for the safe training of individuals to achieve a rating of Open Water Diver. An Open Water Diver needs to be able to be comfortable in the water, understand the operation of his/her equipment, be able to plan dives within the limits of nitrogen decompression and be able to perform minor rescues. All agencies also offer and encourage continuing education for divers.

Adaptive Scuba is a training philosophy that addresses the specific needs of a disabled individual, trains to that specific disability, and then prepares that individual to dive with mainstream Open Water Divers. We do this by including as many standard skills as possible and



by jointly training with an Adaptive Buddy that can fill in the gaps for the disabled diver. These divers are a team that can dive in most locations with Open Water Divers.

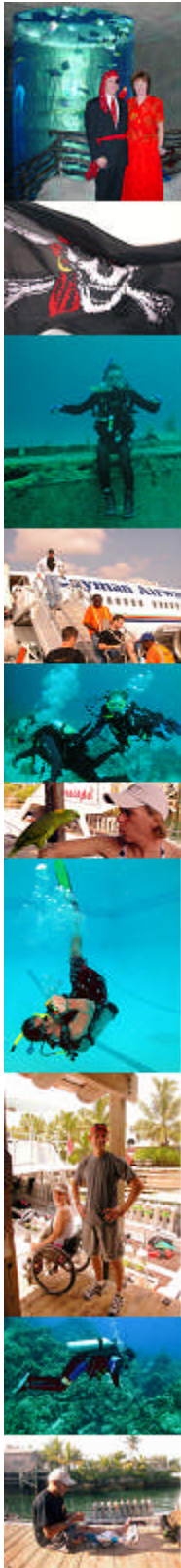
Adaptive Divers are usually those with spinal cord injuries (paraplegic and quadriplegic), neurological disorders, or amputations. For those divers that are quadriplegic or blind, we train them as Escorted Divers that require a team of 3 other divers to dive safely. Both Adaptive and Escorted Divers can dive in the mainstream diving community.

Dive Pirates' Adaptive Scuba program is managed under the auspices of Scuba Schools International. The training program for instructors was created by SSI Course Director, Stacey Minton, in 2001. Open Water Divers or Dive Leaders from other agencies that wish to learn to work with Adaptive Divers or become Specialty Instructors are welcome to become trained and join our crew.

## **Brief History**

### *Creation of the Club*

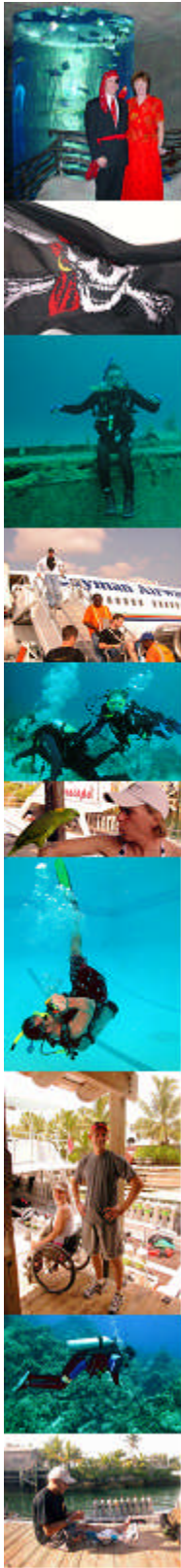
Dive Pirates was originally a social club of divers started by Barbara Thompson of Houston, Texas, Sophie Wimberley of Houston, Texas and Nettie Evans of Linton, Indiana that enjoyed practical jokes on dive trips and sharing them on a website, [www.divepirates.org](http://www.divepirates.org). Initially, money was raised by selling T-shirts and special Scuba Do Rags™. In 2003 after learning Adaptive Scuba Instruction from Stacey Minton, Barbara, Sophie and Nettie expanded the club to a fund raising organization for Adaptive Scuba



and began to look for candidates and funding to train them. Sergio Marquez of Scuba Houston in Houston, Texas and Stacey's New Mexico Scuba Center in Albuquerque, New Mexico started Dive Pirate Clubs and raised funds for their local "chapters".

In 2004, The Scuba Houston chapter began to focus on the needs for returning Iraqi vets who were amputees as a result of wounds received in combat from a tip provided by Theresa and Martin Cortez of San Antonio, Texas. This led to a formal fund raiser gala at the Houston Downtown Aquarium early in 2005. The attendees were generous and we were able to take 4 adaptive divers and their buddies along with our able-bodied divers to Brac Reef Beach Resort in Cayman Brac.

The success of this trip was both overwhelming and humbling. Nettie's husband Bob joined the trip along with Tracy and Martine Hamilton of Dallas, Texas and Ginnie and Chris Pulliam of San Antonio, Texas. These individuals formed a core group of Dive Pirates committed to forming a non-profit organization, training more instructors, teaching as many injured veterans as possible, and expanding nationwide. They were later joined in forming a Board of Directors for the non-profit foundation that would eventually also include Lou Brown of Christoval, Texas, Byrdie Thompson of Tulsa, Oklahoma, Nancy Walker of San Antonio, Texas and Dave Kuhary of Cleveland, Ohio. The roles and backgrounds of these individuals are included later in this section.



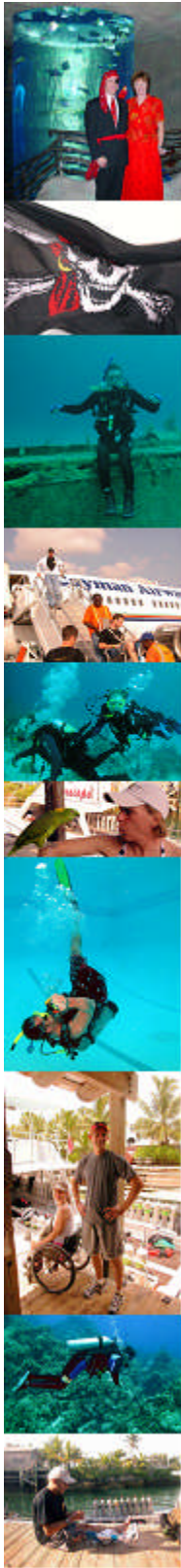
### *Past Trips*

As of the date of this plan, Dive Pirates has led or participated in 3 tropical dive trips for our recipients. A brief description of each:

*April 2005—Brac Reef Beach Resort and Reef Divers, Cayman Brac, Cayman Islands.* 4 recipients were taken for a week to this terrific dive destination along with 10 other mainstream divers and supporters. After witnessing the success of our adaptive divers and our program, Brac Reef and Reef Divers asked to be the exclusive dive resort for Dive Pirates. The accommodations and boats are ideally suited for amputees and wheel chairs. Dive Pirates agreed and Brac Reef began specific marketing campaigns to publicize our cooperation.

*December 2005—Tavernier Divers, Florida Keys, USA—*Stacey Minton and her staff took 4 spinal cord injured divers for a 5 day certification trip in preparation for the Cody Unser/Dive Pirate Scuba Adventure slated for June 2006. All 4 divers and their buddies were certified even though weather and water temperatures were not exactly tropical. Their success was proof of Stacey's training program and the dedication of instructors and buddies.

*June 2006—Stuart Cove Diving, Nassau, Bahamas—*Dive Pirates was asked to join the Cody Unser 2nd Great Scuba Adventure that was also sponsored by the Christopher Reeve Association. Eight Adaptive Divers from throughout the US were joined by their buddies, instructors and a strong group of other divers and supporters for a 5 day trip that included wreck diving and



shark feeding. The trip had 61 travelers, 46 divers, 8 adaptive divers and used 3 dive boats. The trip was successful because of lots of hard work by the staff of Stuart Cove and the participants on the trip.

*June 2007—Brac Reef Beach Resort and Reef Divers, Cayman Brac, Cayman Islands.* Dive Pirates took 27 divers including 3 new students, 3 returning adaptive divers plus 9 non-diver supporters to the Brac Reef Beach Resort and dove with Reef Divers II. During the trip, 6 of the staff of Reef Divers were trained as Adaptive Instructors in order to make Reef Divers II an SSI Universal Referral Site for Adaptive Divers. Brac Reef Beach Resort, based on the enthusiasm and success of the trip has committed to upgrading 3 rooms full US ADA standards.

*June 2008—Brac Reef Beach Resort and Reef Divers, Cayman Brac, Cayman Islands.* Dive Pirates was once again warmly welcomed to Brac Reef Beach Resort, Cayman Brac with 46 divers, 6 new students, 3 returning adaptive dives along with 5 non-divers for a total of 51 travelers to go diving with Reef Divers II. There were many fun activities planned on this trip as well as the closing awards banquet honoring all of our new diving graduates. Dive Pirates has already planned next year's trip for June 20-27, 2009 and has booked the entire resort, which holds 80 persons, along with 5 dive boats to support the divers.



## Recipients

The following people have been trained or are now in the process of being trained.

### 2005

Eric Alva	San Antonio, TX	USMC (ret)
Shawn Monroe	Pasadena, TX	US Army (ret)
Bill Duff	Friendswood, TX	
Doug Moneymaker	Amarillo, TX	US Army (ret)
Larry O'Daniel	San Antonio, TX	US Army (ret)
Scott Palamino	San Antonio, TX	USAF (ret)

### 2006

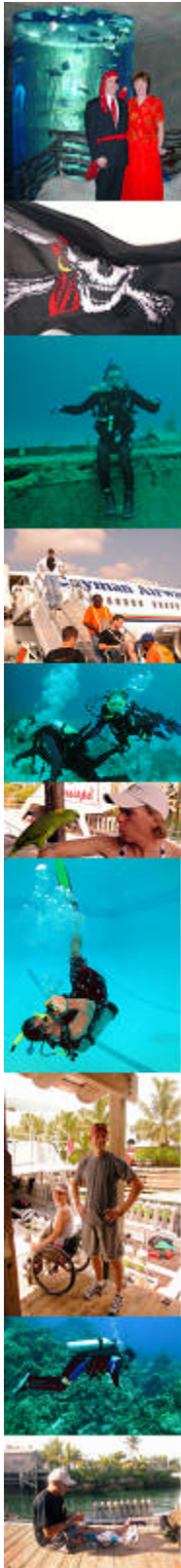
Major Daniel Gade	Athens, GA	US Army
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### (In association with Cody Unser First Step and Christopher Reeve Foundations)

Edie Guess	Albuquerque, NM	
Shawn Unruh	Albuquerque, NM	USMC (ret)
Bob Pierce	Albuquerque, NM	
Jim Boomer	Tucson, AZ	
Chris Pulley	Charlotte, NC	
B. Summerville	Ladoga, IN	
Reveca Torres	Chicago, IL	

### 2007

Sean Barr	Houston, TX	USMC (ret)
Natalie Mink	Houston, TX	
Leland Walker	Albuquerque, NM	US Navy (ret)



## 2008

Gregory Ebanks	Cayman Brac	
Nathan Gonzalez	San Antonio, TX	USMC (ret)
Dawn Halfaker	Washington, DC	US Army (ret)
Timothy Jones	Houston, TX	US Navy (ret)
Kelley Knight	Corpus Christi, TX	
Eric Lantz	Houston, TX	
Veronica Padilla	Albuquerque, NM	

The campaign for 2009 trip has already begun and Dive Pirates has 14 applications to fill approximately 10-12 positions, depending on the level of funding received. Financials are discussed in more detail in Section 5.0.



## Officers and Board of Directors

President—Barbara Thompson

An SSI Dive Coordinator Instructor, Adaptive Diver Instructor, and co-founder of the foundation. When not teaching and diving, Barbara is the General Manager for Lone Star Deepwater—a Project Management Consulting company servicing deepwater Oil & Gas customers. Barbara leads fund raising efforts and recruiting new students.



Vice President—Sophie Wimberley

Sophie is also a co-founder and an Advanced Open Water Instructor and SSI Adaptive Dive Instructor with SSI. Sophie a regional Medical Science Liaison for Schering-Plough Corporation. Sophie instructs adaptive students and plans travel.



Secretary—Hallie Byth

Hallie is a student, a master diver and has been diving for six years. She likes to dive with her father and sister who are also Dive Pirates. She is also involved with environmental groups such as the Houston Audubon Sanctuary and Aquarena Springs. She plans on attending a university to study engineering.



Treasurer—Theresa Cortez

Although not a diver and never plans to be one, Theresa is fully behind the organization and works very hard in recruiting and press relations. She and her husband, Martin who is a new diver, create promotional videos for Dive Pirates and write our press releases. She is a Press Officer for CPS Energy utility in San Antonio. TX



## *Board Members*

### Nettie Evans

Nettie has the distinction of being our first dive pirate and is a co-founder. "Naughty Nettie The Red" is a hardware store owner in Indiana, a PADI Dive-master & SSI Adaptive Dive Buddy. "I want to encourage new divers to join us without feeling physically impaired and enjoy the freedom of diving."



### Bob Evans

"Overboard" Bob Evans is a career Navy Mechanical Engineer, civilian. "As a PADI Divemaster & SSI Adaptive Dive Buddy from Indiana, I hope to help spread the word of Dive Pirates to the eastern seaboard !"



### Martine Hamilton

Martine is an Advanced OW PADI diver, SSI Adaptive Dive Buddy, and an enthusiastic member of our team. No job is too small or big for her and she volunteers for extra tasks whenever she has time available. She works in the insurance industry in Dallas and is a busy foster parent.



### Tracy Hamilton

Tracy is a PADI IDC Staff Instructor and recently became an SSI Adaptive Instructor. He is a Project Manager for EDS in Dallas and also travel coordinator for Adventure Scuba in Plano, TX. Tracy, along with his wife, Martine, has worked very hard in fund raising and contributing to our Pirates Ball.



### Gardiner Henderson

Gardiner has been diving for 3 years and has already passed 100 dives. He has become an accomplished UW photographer, along with his SSI Adaptive Dive Buddy rating, now has the duties of taking UW photos on our Pirate Trips to Cayman Brac. Gardiner is a Group Vice President with ABB and took time last year while circling the globe to get a large grant from ABB. He continues his grant writing pursuits as well as other fund raising activities.



### Kurt Byth

Kurt has been diving since the 70's and recently became an SSI Adaptive Dive Buddy. He has 2 daughters that started diving with Scuba Rangers and are pretty accomplished themselves. Kurt is an owner in PPI Technologies, a petroleum engineering consulting firm in Houston. Kurt brings enthusiasm and a lot of other companies along at each Pirate Ball.



### Jose Griñan

Jose, an SSI Adaptive Dive Buddy, has been an enthusiastic supporter of Dive Pirates since he first heard of us and began Emceeding our annual Pirates Ball in 2006. He has been the morning anchor on Fox 26 Houston for 15 years and is a prolific community supporter. He has been diving since 1985 and is veteran of the Army.



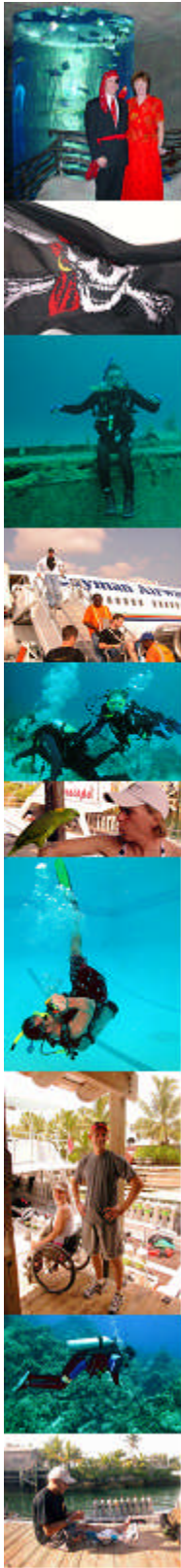
### Alie Pruner

Alexandra "Alie" Pruner is CFO and Partner of Tudord, Pickering, Holt & Co.,LLC, The Houston-based energy investment and merchant banking firm. She is also a certified SCUBA diver (but snorkels more). She and her husband live in West University and have two children, one of whom is in college. In addition to helping support the great cause of Dive Pirates, Alie is President-Elect of the Houston Chapter of Association for Corporate Growth and serves on the Board of Trustees of The Awty International School.



### Byrdie Thompson

Byrdie lives in Tulsa, OK which is not considered a diving mecca, but she stays close to our organization by giving great advice on how we raise funds and generously giving herself. She does not dive, but thinks the program is terrific. She has worked in charitable giving for 30 years in Tulsa and is a great resource for us.



## 2.0 Target Recipients

### Disabled

Activities that come under the heading of “adaptive” are designed for those that we once called handicapped, but now we called disabled. Adaptive diving is actually much broader than the traditional concept of teaching those in wheelchairs—the concept can also include those with hearing or vision disabilities.

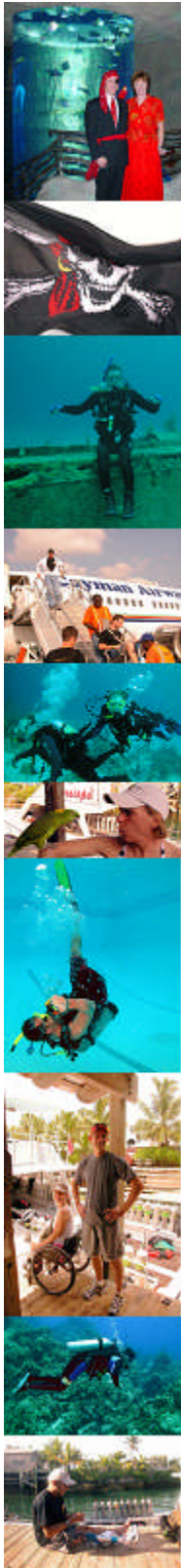
The majority of adaptive divers are characterized by the following list and their instruction is tailored to their specific disability:

- Spinal chord
- Amputee
- Hearing
- Vision

Training for each of these disabilities is unique and the number of specially trained “buddies” is dependent on the type of disability. For example, a paraplegic or leg amputee that has proficient use of his or her arms will only need one specifically trained buddy to dive safely. A hearing disability diver may not need any specially trained buddy. A quadriplegic or person with a vision disability will need 3 buddies due to the intensity of assistance required and the need for non-involved buddies for safety. The variety of training requires Adaptive Specialty Instructors to have creativity and patience. These instructors will be described in the next section.

### Injured Veterans

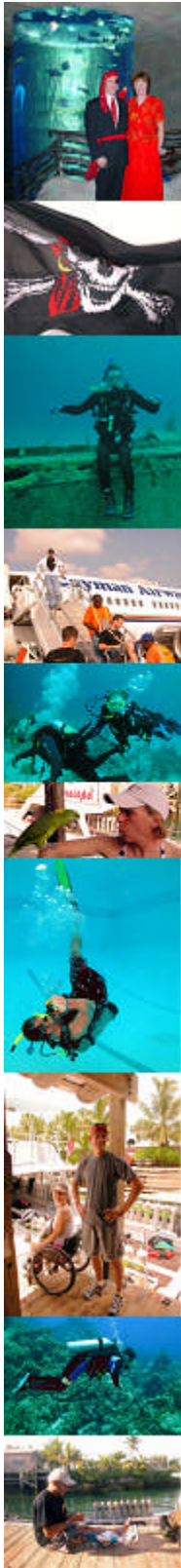
From the inception of Dive Pirates, several board members wanted to use our capabilities to assist disabled veterans, especially those recently injured in the Iraqi War. Theresa Cortez



connected Dive Pirates to counselors and therapists at the Brook Army Medical Center (BAMC) in her hometown of San Antonio, Texas. We began training our first veterans in the fall of 2004. As the war has continued, the number of potential recipients has steadily increased. BAMC is now a large rehabilitation center for amputees from all US armed service personnel. Dive Pirates is focusing on these amputees and is targeting these service men and women as recipients. A majority of the funds raised will go to as many recipients from BAMC, Walter Reed Army Medical Center, America Serves You, and the Wounded Warrior Project that want to learn and have passed the medical qualifications. Dive Pirates will also seek to train other veterans of other conflicts and to train veterans from the Iraqi war that are located in other cities in the United States. Dive Pirates is networking with groups such as Disabled Sports USA to find other potential recipients from the Iraqi War.

### **Selection Criteria**

As a 5.01 (c) 3 non-profit organization, Dive Pirates Foundation is committed to accepting potential recipients on a first-come, first-served basis according to the eligibility criteria in our By-Laws, and as long as the candidate is eligible according to the Medical Forms attached in the Appendix. Any candidate that has medical conditions that are contra-indicated for SCUBA may get a release from their physician. These forms are the same used for all Open Water Diver candidates and have been created for the use of all Scuba training agencies. For the convenience of our candidates, these forms can be found on our website, [www.divepirates.org](http://www.divepirates.org) in the Application section.



### 3.0 How We Use Funds

The following paragraphs described the nature of funds expenditures and general values. Forecasts and actual figures will be presented in pro formas in Section 5.0 It should be noted that 87% of our revenues go directly to the recipients and all of our staff are volunteers.

#### Instruction

Scuba instruction for any Open Water Diver requires the following:

- Time in the classroom for understanding principles of water, physiology, physics and dive planning
- Time in the pool to learn diving and safety skills
- A written test
- An open water test( non-confined area such as a lake or protected ocean).

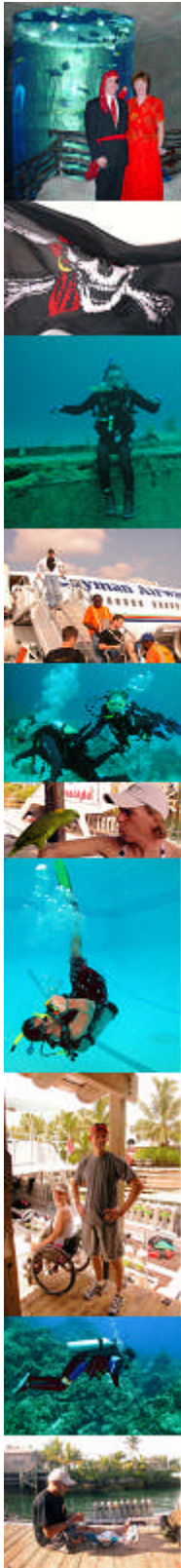
Depending on the student, this typically takes about 20 hours over a 4 week period. A typical Open Water Instructor can expect to be paid \$300 for all of these activities.

To date, Dive Pirates has enjoyed the donation of dive instruction time from its instructors as well as pool and classroom time donation from our Chapter stores. Some have been rewarded with dive travel with their student(s). The foundation will continue to recruit those instructors that are qualified for Adaptive Instruction that also agree to donate their time for instruction. If necessary, Dive Pirates can reimburse the instructor for travel expenses.

#### Equipment

It is Dive Pirates policy that the safest diver is one that owns all of their dive equipment. This includes:

- Mask, fins, snorkel
- Wetsuit and booties



- Buoyancy compensator
- Balanced, high volume regulator with alternate air source
- Dive computer and submersible pressure gauge
- Mesh or dive travel bag

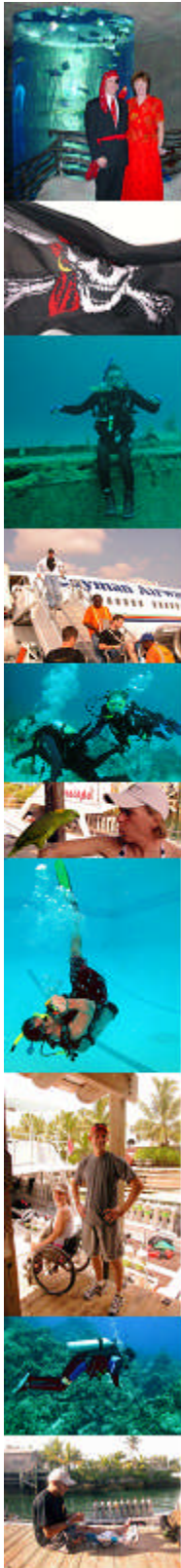
These items cost between \$1500.00 to \$2500.00 per diver. Certain pieces of equipment such as the Buoyancy Compensator and Wetsuit will need to be customized to fit the unique physical needs of the candidate and for ease of donning (extra zippers and straps).

Dive Pirates has been able to purchase these items at reduced cost from supportive dive retailers or has received direct equipment donations from manufacturers. For planning purposes, Dive Pirates expects to continue to purchase this equipment at reduced costs. The target budget for each diver is \$1500.00

## **Travel**

Once a diver is trained, Dive Pirates will take that diver and his/her buddy on a Caribbean dive destination to consummate the diving and adventure experience. The ideal dive destination is within easy ( 3 hours) reach of most US Airports, has calm clear waters, and has facilities that can accommodate most disabled persons. The preference is for a dive resort that includes the hotel and dive boats on one property that has wheelchair access from the hotel room to the restaurant and to the boat dock.

Brac Reef Beach Resort on Cayman Brac, Cayman Islands was the destination for the first Dive Pirates trip. It has a great combination of good calm diving, access from the US and facilities that accommodate Dive Pirate divers. Brac Reef and Reef Divers II was pleased with our first trip. As a consequence, Brac Reef and Dive



Pirates have formed an exclusive arrangement for future Dive Pirate trips. A fixed pricing strategy has not been agreed, but is negotiated at the planning of each trip depending on season and number of divers. The budget for each trip including airfare from Houston, TX is \$2500.00 for a typical one week trip. These trips allow for 15-18 dives for each diver.

### **Promotional**

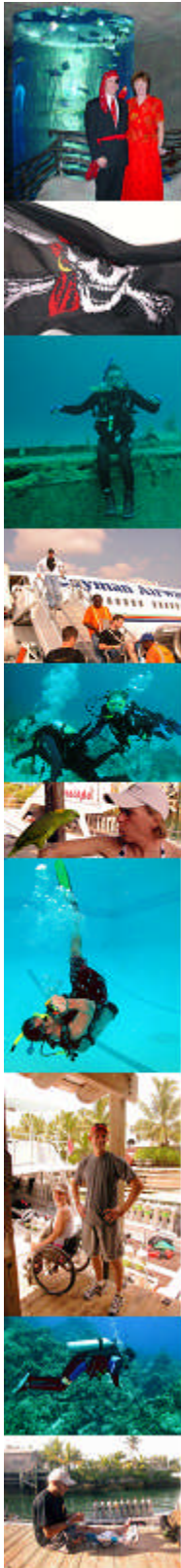
In order to communicate with potential candidates, instructors and donors, Dive Pirates requires advertising and fund raising tools. These tools can be described as:

- Brochures
- Website and maintenance
- T-shirts, Do Rags, Hats, etc
- Annual gala and expenses related to venue, advertising and silent auction
- Video production
- Trade shows

The brochures and T shirts have been purchased at below market retail pricing and Dive Pirates will continue to research the best pricing. The T shirts are paid for by membership dues. Annual expenses for these items are budgeted at \$1500.00.

The Annual Gala has been located at the Downtown Aquarium in Houston, TX. The venue is expensive, but very attractive and well-suited to the theme of pirates and diving. The cost of the venue includes the facility and full catering, bar, etc. The menu is 5 star quality and the reviews of past attendees reinforces the decision to remain at the Aquarium for future galas. The cost of the facility is \$15,000—\$20,000.00.

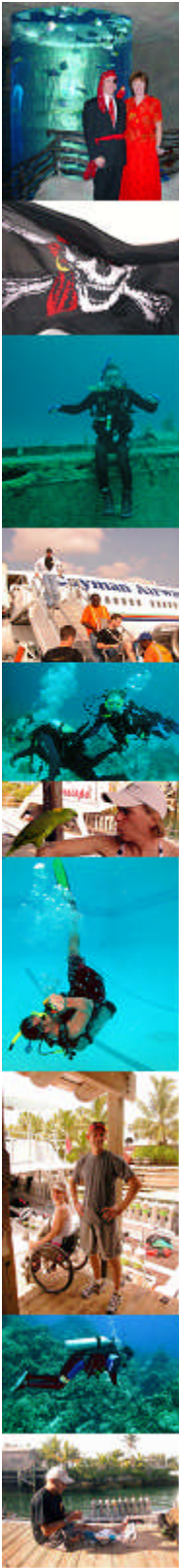
The website has a hosting cost of \$40 per month and maintenance is \$50 per month.



Video production can be an expensive item for a group but is vital to explaining the message in a clear format. Theresa and Martin Cortez have donated their time and personal equipment for this necessary activity and is saving Dive Pirates more than \$10,000.00 per year.

Dive Pirates does not actively participate in dive business trade shows, but may appear from time to time to promote the cause. We will seek those shows that offer reduced fees for non-profit organizations to keep this budget item very low.

All other expenses for telephone, office supplies, etc are kept low through donation of time and materials from officers and board members.



## 4.0 Sources of Funds

As a 5.01 ( c ) 3 non-profit, Dive Pirates has no association with dive retailing or travel and must independently raise funds through sales of memberships and specific fund raising activities. Section 5.0 gives details of the values discussed in this section.

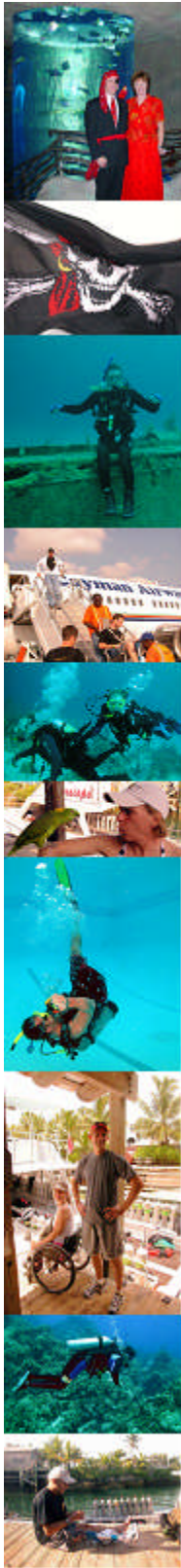
### Membership

Membership was the original, modest vehicle for money in Dive Pirates. Members were asked to give a minimum of \$50.00 annually. In recognition, these members receive a T shirt. Donors of \$75 or more receive a Scuba Do Rag. This approach has netted Dive Pirates an average \$1500 per year. To increase our funding from membership, Dive Pirates has now expanded the number of membership levels and “booty” described in the following chart. The goal is to now raise \$10,000 per year with memberships.

Level	Donation	T-shirt	Scuba-DoRag™	Dry Bag	Cap	Mesh Bag	Jacket
Swabbie	\$50	x					
Bosun	\$100	x	x				
First	\$250	x	x	x			
Captain	\$500	x	x	x	x		
Commo-	\$1000	x	x	x	x	x	
Admiral	\$2500	x	x	x	x	x	x

### Annual Gala Ball

The largest source of operating funds for each fiscal year comes from the Annual Pirates Ball. The goal is to raise \$40,000 for equipment and the annual dive trip. The funds come from ticket sales, table sponsorships and silent auc-



tion donations. This is also the best promotional activity for Dive Pirates as a local TV anchor Emcees the event and we invite a special guest speaker from among our recipients. This gala is scheduled in the early spring.

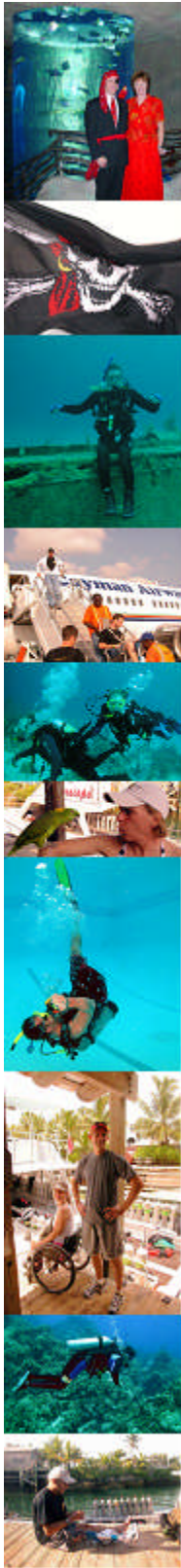
## **Sponsors**

To provide continual year round support, Dive Pirates is now seeking corporate sponsorship of our programs or specific individuals. A gift of \$5000.00 provides for the training, equipment and travel of diver and the promotional materials to keep the program visible. A person or company can also Adopt a Soldier for their equipment and travel needs. This was successful in 2006 and 2007.

## **Chapters**

The next logical step in the growth of Dive Pirates will be to recruit local Chapters that participate in the mission of the organization while raising their own funds to support their own student (s) and adaptive buddies. During the campaigns of 2006-2008, New Mexico Scuba Academy, Dive Masters of San Antonio The Dive Shop in Memphis, TN and Scuba Houston sponsored students and acted as chapters although most funding was provided by the Dive Pirates Foundation.

Starting in 2008, these and other chapters will be created and encouraged to raise local funds for their students. Chapters are already contemplated in Corpus Christi, TX, Dallas, TX with ongoing participation from the chapters already mentioned. The Foundation will provide its experience and marketing to help these chapters start. Dive Pirates will also establish guidelines for the recruiting, marketing, training and overall promotion of the program. The chapters will provide a local "champion" that can find stu-



## 5.0 5 Year Planning

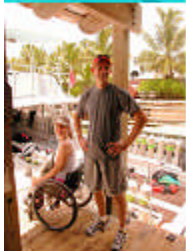
Dive Pirates is in its initial 5 year planning program from 2005—2009. Dive Pirates is continuously evaluating its activities against its mission and vision to make sure that the students we recruit and train and the volunteers are all working to the same goal: making scuba diving a reality for someone with a disability and bringing them along with the rest of “the gang”.

In order to do this, our evaluation reviews:

- The number of divers we can train over a 12 month period
- The optimum number of travelers on any given trip
- The amount of funds required to reasonably train and travel

Experience from the first several trips indicates that the ideal ratio of able bodied divers (both buddies and non-buddies) is about 6-1. Our ongoing plans assumed 10 students for the 2009 year and we are ahead of targets with 12 divers planned. Using these ratios, the 2009 trip will take a total of 80 persons back to Cayman Brac for our annual trip. Assuming our earlier figures of \$4000 per person to train and travel, Dive Pirates needs to raise at a minimum of \$60,000 for our annual program both from the Annual Pirates Ball and local chapters.

As the program grows over the next several years, Dive Pirates needs for funding will grow. To keep the integrity of the program, it is Dive Pirates plan to grow very modestly yet provide opportunities where needed through the help of Chapters. The popularity and needs of the program may eventually require the services of a paid Executive Director position to properly manage all aspects of the Foundation.



This will require a structural change in the Foundation By-laws and an approval from the IRS to maintain our 5.01c3 status. This will be reviewed at the beginning of the next 5 year period beginning in 2010.

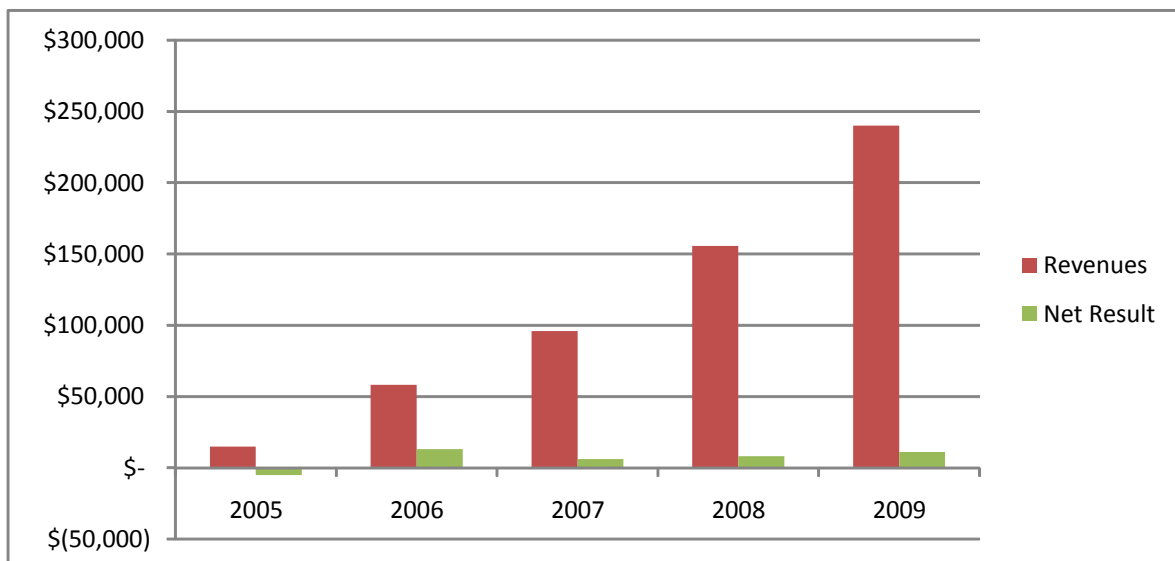
## 5 Year Pro-Forma

The following spreadsheets provide details of actual expenditures for 2005-2007 to date, and estimates for 2008-2009 based on the principles outlined in this document. The Board of Directors reviews these annually to make sure we are meeting our goals for training and financial health of the foundation.

**Dive Pirates Foundation**  
**Revenue and Expense Proforma**

Date **9/1/2008**  
 Rev **0**

Description	Year				
	2005	2006	2007	2008 (E)	2009 (E)
<b>Revenue</b>					
Membership	\$ 200	\$ 1,589	\$ 1,948	\$ 9,500	\$ 10,000
Gifts	\$ 14,642	\$ 2,565	\$ 11,849	\$ 13,033	\$ 15,000
Grants	\$ -	\$ -	\$ 10,000	\$ 20,000	\$ 25,000
Events	\$ -	\$ 54,071	\$ 72,181	\$ 113,088	\$ 190,000
<b>Total Revenues</b>	<b>\$ 14,842</b>	<b>\$ 58,225</b>	<b>\$ 95,978</b>	<b>\$ 155,622</b>	<b>\$ 240,000</b>
<b>Expense</b>					
Administrative	\$ 53	\$ 1,434	\$ 1,446	\$ 3,553	\$ 3,050
Disbursements to Recipients	\$ 7,803	\$ 25,994	\$ 67,097	\$ 113,388	\$ 186,800
Fundraising Events	\$ 12,000	\$ 16,754	\$ 20,315	\$ 29,500	\$ 38,100
Professional Fees	\$ -	\$ 900	\$ 900	\$ 958	\$ 900
<b>Total Expenses</b>	<b>\$ 19,856</b>	<b>\$ 45,082</b>	<b>\$ 89,757</b>	<b>\$ 147,399</b>	<b>\$ 228,850</b>
<b>Net</b>	<b>\$ (5,014)</b>	<b>\$ 13,143</b>	<b>\$ 6,221</b>	<b>\$ 8,222</b>	<b>\$ 11,150</b>
<b>Cash Flow</b>	<b>\$ (5,014)</b>	<b>\$ 8,129</b>	<b>\$ 14,349</b>	<b>\$ 22,572</b>	<b>\$ 33,722</b>



**Dive Pirates Foundation**  
**Revenues Detail**

**Date** 9/1/2008  
**Rev** 0

<b>Description</b>	<b>2005</b>	<b>2006</b>	<b>2007</b>	<b>2008 (E)</b>	<b>2009 (E)</b>
<b>Membership</b>					
Number of Members	20	30	39	55	65
Membership Fee	\$ 200.00	\$ 1,589.07	\$ 1,948.00	\$ 9,500.00	\$ 10,000.00
<b>Gifts</b>					
Cash donations	\$ 14,642.00	\$ 2,565.00	\$ 11,848.61	\$ 13,033.47	\$ 15,000.00
Donations in kind	\$ -	\$ 420.00	\$ -	\$ 13,033.47	\$ 15,000.00
<b>Grants</b>					
	\$ -	\$ -	\$ 10,000.00	\$ 20,000.00	\$ 25,000.00
<b>Events</b>					
Pirates Ball Tables/Tickets	\$ -	\$ 54,071.00	\$ 72,181.00	\$ 113,088.21	\$ 190,000.00
Silent Auction	\$ -	\$ 33,675.00	\$ 29,869.76	\$ 30,250.00	\$ 45,000.00
Travel Income	\$ -	\$ -	\$ -	\$ 25,664.61	\$ 30,000.00
Chapter Fund Raisers	\$ -	\$ 20,396.00	\$ 42,311.24	\$ 57,173.60	\$ 115,000.00
				\$ 15,000.00	\$ 25,000.00

**Dive Pirates Foundation  
Expenses Detail**

Date 9/1/2008  
Rev 0

Description	2005	2006	2007	2008 (E)	2009 (E)
<b>Administrative</b>					
Membership T-shirts		1,434.31 \$	1,445.55 \$	3,553.42 \$	3,050.00 \$
Number of Members	20	714	39	55	65
Membership Materials				1,500.00 \$	1,000.00 \$
Office Materials, etc		284.78 \$	387.90 \$	403.42 \$	500.00 \$
Website			194.00 \$	600.00 \$	500.00 \$
Bank Charges		435.78 \$	852.70 \$	900.00 \$	900.00 \$
Software					
Postage/Shipping			10.95 \$	150.00 \$	150.00 \$
<b>Disbursements to Recipients</b>					
Number of recipients	6	8	6	8	10
Basic Equipment	300.00 \$	210 \$	1,449 \$	2,400 \$	3,000 \$
Travel to Local Open Water Certification	180.00 \$		2,092 \$	1,500 \$	1,800 \$
Regulator, Wetsuit, Buoyancy Compensator	1,200.00 \$			16,588 \$	18,000 \$
Travel to Caribbean Destination	2,000.00 \$	25,784 \$	63,555 \$	92,900 \$	164,000 \$
<b>Fundraising Events</b>					
Facility Costs	12,000.00 \$	16,754.22 \$	20,314.85 \$	29,500.00 \$	38,100.00 \$
Printing	1,000.00 \$	15,899.32 \$	18,087.00 \$	21,000.00 \$	25,000.00 \$
Invitations		725.00 \$	1,564.07 \$	500.00 \$	600.00 \$
Posters		725.00 \$	1,564.07 \$	500.00 \$	600.00 \$
Programs					
Design Fees					
Photo/Video Services					
Speaker/Entertainment Fees					
Miscellaneous		129.90 \$	663.78 \$	500.00 \$	2,000.00 \$
Chapter Costs				7,500.00 \$	10,000.00 \$
<b>Professional Fees</b>					
		900.00 \$	900.00 \$	958.00 \$	900.00 \$



## 6.0 Appendices