

SPINNAKER SAILING SAN FRANCISCO

SAILING CLUB • LESSONS • CHARTERS • TEAM BUILDING • CHARTER MANAGEMENT

EXPERT INSTRUCTION

There's a big difference between excellent sailors and excellent teachers...at Spinnaker Sailing we realize this, and know that patience and confidence are key to your success on the water. We take great care in the selection of our instructors to ensure not only the highest level of expertise, but also a relaxed, personable manner that's conducive to your learning.

Our philosophy itself is a practical one...the sooner you put theory into application, the sooner you grow comfortable with being at sea. You'll be guided in a step-by-step, hands-on approach to sailing, striving towards a certificate of completion from the nationally recognized American Sailing Association.

At Spinnaker Sailing School, you'll be learning on sailboats carefully selected for sailing in the challenging conditions of the San Francisco Bay and Coastal Areas. All boats are well-equipped with all the gear necessary to sail safely and comfortably on the Bay along with all of the necessary safety and emergency equipment as required by the U.S. Coast Guard. Our full-time maintenance staff assures that all equipment is always in good working condition.

As one of the oldest ASA sailing schools in existence, our programs and instructors have met the high standards of ASA certification, with many having exceeded the requirements by far! Our teaching staff includes ASA licensed Masters, Coast Guard Captains, and numerous international racers with years of experience.

San Francisco Bay is known as one of the most challenging areas in the world to sail. Once you have developed your sailing skills here you'll be able to use them comfortably anywhere!

Whether it's weekend sailing on the Bay, inshore or offshore racing, chartering in exotic ports of call or planning your own long distance sailing trip, we at Spinnaker can help make it all possible.



OVERVIEW OF SAILING COURSES

BASIC 1- Our popular beginner's course, teaching the fundamentals and principles of keelboat sailing, in theory, and on the bay. 22-27' Keelboats

Text Included.
Certification: None Prerequisite: None

BASIC 2- Progressing to an intermediate level, this course will focus on boathandling and maneuvering skills for sailing with confidence.

22-27' Keelboats Text Included.
Certification: **ASA BKS** Prerequisite: Basic 1

BASIC COASTAL CRUISING- This course prepares students to safely skipper auxiliary sailboats from 20-30' in moderate conditions.

27-29' Keelboats Text Certification Kit \$60
Certification: **ASA BCC** Prerequisite: ASA BKS

INTERMEDIATE COASTAL CRUISING- For Basic Coastal Cruising graduates who want to qualify for overnight chartering of sailboats up to 34 feet.

30-34' Keelboats Text: Certification Kit \$40
Certification: **ASA ICC** Prerequisite: BCC

COASTAL NAVIGATION & PILOTING- This self-study course covers skills and techniques essential in coastwise navigation. 3 Hour test prep session included

Self-Study Text Included
Certification: **ASA CON** Prerequisite: None

ADVANCED COASTAL CRUISING- Essentially, to gain the knowledge and practice you'll need for confident sailing anywhere in the world!

36-43' Keelboats Text Certification Kit \$60
Certification: **ASA ACC** Prerequisite: ICC/CON

SPINNAKER SAILING- For students with considerable sailing experience looking to master the ultimate sail...the spinnaker.

22-40' Keelboats Text Included
Certification: None Prerequisite: ACC

PRIVATE INSTRUCTION- Learn just what you want, when you want, on our boat or yours.

22-80' Keelboats Text Optional
Certification: None Prerequisite: None



INSTRUCTION RATES

CLASS	COST MEM/NON	# OF STUDENTS	HOURS	CERTIFICATION
Basic Keelboat Sailing I*	\$282/375	4	12	No
Basic Keelboat Sailing II*	282/375	4	12	Yes ¹
Basic Coastal Cruising	506/675	4	24	Yes ¹
Intermediate Coastal Cruising	506/675	4	48	Yes ²
Coastal Navigation & Piloting	143/190	1	(self-study)	Yes
Advanced Coastal Cruising	506/675	5	48	Yes ³
Spinnaker Sailing	506/675	4	12	No
Private Instruction ¹	56/75 hr.	1-4	3 hr. min.	No

* LESSON DISCOUNTS !

Pay for BKS I & BKS II at the same time and pay only \$506/675 for both classes. Sign up for the Master's Sailing Club membership prior to your first class in BKS II and we'll deduct the money you've already paid from your initiation fee!

PRIVATE INSTRUCTION

Private Instruction is available for \$75 per hour on your own boat, or on our boats at \$56/75 per hour, plus boat rental. Add \$12.50 per hour for each additional person.

WHAT TO BRING

Students should wear soft-soled shoes (tennis or deck shoes - no black soles). Bring a sweater or light jacket. It can get cold on the water. Use a safety strap for eyeglasses or sunglasses. Hats and gloves are optional. Students beyond the BKS II level are strongly encouraged to bring foul weather gear.

REGISTRATION

Full payment is required upon registration and is non-refundable if the student cancels less than 14 days prior to the lesson.

MAKE-UPS

Individual students will be given the opportunity to make-up their classes on a space available basis if they let us know in advance of missing a class. There is a \$45.00 fee charged for scheduling a make-up. It is often difficult to arrange a make-up.

ASA KITS (CLASS COSTS DO NOT INCLUDE CERTIFICATION KITS.)

1. BKS & BCC kit costs \$75 and includes both tests, a log book, the Textbook "Sailing Fundamentals" and the folio.
2. ICC kit costs \$50 and includes the test and "Cruising Fundamentals."
3. ACC kit costs \$50 and includes the test and "The Annapolis Book of Seamanship."

CLASS SCHEDULES

BASIC KEELBOAT SAILING I (2 SIX-HOUR DAYS)

Midweek • Mon & Tues. 10:00 am - 4:00 pm
Weekend • Sat & Sun 10:00 am - 4:00 pm

BASIC KEELBOAT SAILING II (2 SIX-HOUR DAYS)

Midweek • Weds & Thurs. 10:00 am - 4:00 pm
Weekend • Sat & Sun 10:00 am - 4:00 pm

BASIC COASTAL CRUISING (4 SIX-HOUR DAYS)

Midweek • Mon - Thurs. 11:00 am - 5:00 pm
Weekend • 2 Weekends 11:00 am - 5:00 pm

INTERMEDIATE COASTAL CRUISING (3 LIVEBOARD DAYS)

Friday 5:30 pm - Sun 5:30 pm

COASTAL NAVIGATION

Self-Study. Order your Kit Now!

ADVANCED COASTAL CRUISING (3 LIVEBOARD DAYS)

Friday 5:30 pm - Sun 5:30 pm

SPINNAKER SAILING (3 FOUR-HOUR CLASSES)

Contact Office for Schedule

PRIVATE INSTRUCTION (MINIMUM OF 3 HOURS)

You Set the Schedule!

SPECIAL SAILING EVENTS

(CALL FOR DATES & TIMES)

Moonlight Sailing, Friday Night Racing, Sunday Afternoon Cruising, Ocean Sailing "Out the Gate," Special Event Sails (Opening Day, 4th of July Etc....), Special Sailing Clinics & More!



- Rates Subject To Change Without Notice -

Go SAILING TODAY!



SAILING CLUB

Once you've caught the sailing bug, it only makes sense to save money while you expand your knowledge and skill.

Even first-time sailors have joined right away, taking advantage of discounts on rentals, charters and activities!

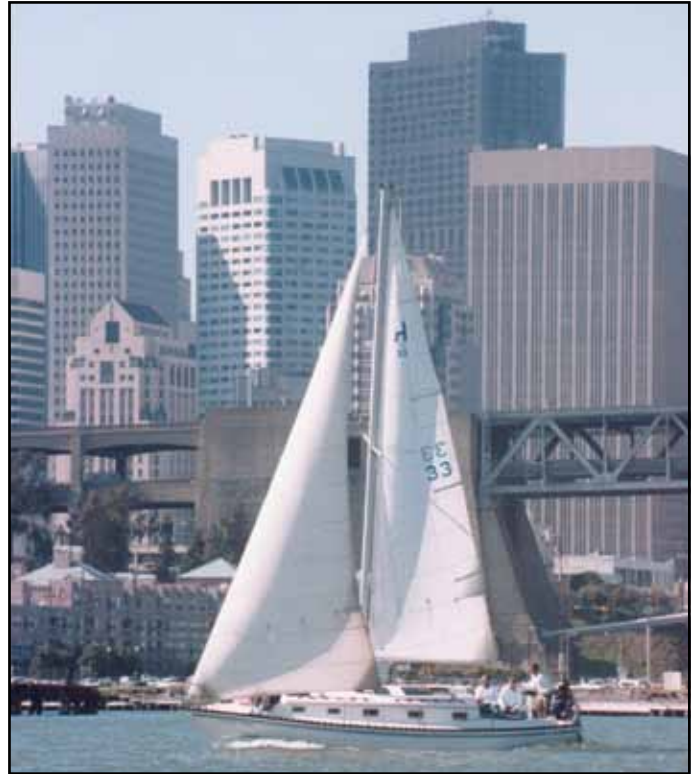
The Spinnaker Sailing Club has become popular for more than just value. It's the camaraderie, the new friendships, fun activities and special privileges that come with being a part of the sailing club. Newsletters, bulletin boards and racing events keep everyone informed and involved with social gatherings, private parties and sailing opportunities that you wouldn't want to miss.

Of course, the most practical reason many seasoned sailors join is for access to a full fleet of sailboats, without ever having to own one!

New boat owners are often surprised at the numerous fees for berthing, taxes, insurance and maintenance that add up AFTER they've purchased their vessel. It is said that the two happiest days in a boat owners life are the day they bought it and the day they sold it.

At the Spinnaker Sailing Club, we've researched the average costs and use and consider ourselves a unique alternative for the best of both worlds.

In addition to the cost savings, the Spinnaker Sailing Club enables you to sail at a moment's notice with our priority reservation service. You don't have to plan and save weeks in advance; you simply call for a reservation and go! Unlike owners, club members can also choose the type of boat that suits their needs for each particular day, from



daysailers to big boats, cruisers to race winners.

All too often, owners buy first and learn later. This can cost the new sailor up to 20 times more than a program like the one available through Spinnaker Sailing Club.

Call today and we'll be happy to show you the advantages of joining versus owning... It's the common sense way to sail as much as you like for as little as you can.

Spinnaker Sailing Club truly is the smart choice for today's active lifestyle.



HOW THE SAILING CLUB WORKS

Below you will see some of the discounts and benefits of the Captain's Sailing Club membership. This is just a brief overview of what's included. Call us and we'll be happy to explain in detail the "Club" advantage. The benefits listed below will add up to thousands in savings.

Captain's Membership Includes:

- Discounted Charter Rates
(non-members add 50%)
- 1/2 Price Charter Week Annually
- May sponsor 1 family or friend at \$295
- 10% Discount on Club Activities
- Free Checkout Test (save \$100)
- 10% Discount on all Rendezvous' Charters & Activities
- Half-day Rates for Boats on Weekdays
- Discounts on Caribbean Sailing Vacations
- Free Spinnaker Sailing Club T-shirt or Hat
- Club Members may Charter Boats Until 5:00am the Following Day at no Extra Cost
- Free Night Boarding on 2-day Charters

COST

- 495.00 Initiation Fee
- \$40 Monthly Dues
(can be credited to charters every month - non-cumulative)

MASTER'S CLUB MEMBERSHIP

Spinnaker Sailing offers money saving packages for students who sign up for a complete keelboat instructional programs at once.

These programs are ideal for the student looking to develop the skills necessary to safely skipper boats from 22 to 43 feet on their own... plus we include Spinnaker Sailing's Learn to Sail Guarantee.*

Master's Membership Includes: (In addition to all of the Captain's Membership Benefits listed to the left)

- Basic Keelboat Sailing, Basic Coastal Cruising, Intermediate Coastal Cruising, Coastal Navigation and Advanced Coastal Cruising Classes
- ASA Rental Certified up to 50 foot Sailing Yachts
- All Textbooks, Certifications & ASA Membership

Sample Cost Comparison	Value
Basic Keelboat Sailing	675.00
Basic Coastal Cruising	675.00
Intermediate Coastal Cruising	675.00
Coastal Navigation	190.00
Advanced Coastal Cruising	675.00
Books, Tests & Log	415.00
Captain's Initiation Fee.....	495.00
You Save	2515.00

COST

- \$2995 Initiation Fee
- \$40 Monthly Dues
(can be credited to charters every month - non-cumulative)



*Learn To Sail Guarantee: Any student who fails to earn certification after attending all of his or her class sessions from Basic 1 on, may take as many make-up sessions as necessary (on a space available basis) to complete certification free of charge.

THE SPINNAKER SAILING CHARTER PROGRAM

For those who have successfully completed our Bareboat Chartering course or passed our competence evaluation, Spinnaker Sailing is pleased to offer a complete selection of sailing vessels for bareboat charter. From performance cruisers to state of the art racers, all boats are available for full day, overnight and extended periods.

As a full service charter company, we offer both bareboat and skippered charters. Bareboat is for those who have completed the American Sailing Association (ASA) requirement for the boat size being chartered or have proved sailing ability through our competence evaluation. For your own safety and protection we need to make sure that you are ready and able to handle a boat on the Bay before we send you out.

Many people opt for a skippered charter when their sailing skills are a little rusty or if they would rather relax and leave the driving and responsibilities to someone else. We can provide a fully qualified U.S. Coast Guard Certified skipper for any of the boats in the charter fleet. Refer to the top of the following page for Skippered Charter Rates. It is important to remember that the Coast Guard limits passenger loads to no more than 6 on any non-certified vessel. If you have more than 6 people let us know and we'll gladly arrange for a certified vessel to accommodate your group!

RATES & DETAILS

Spinnaker Sailing Club members are entitled to early reservation privileges which are crucial in assuring the type of boat and scheduling you

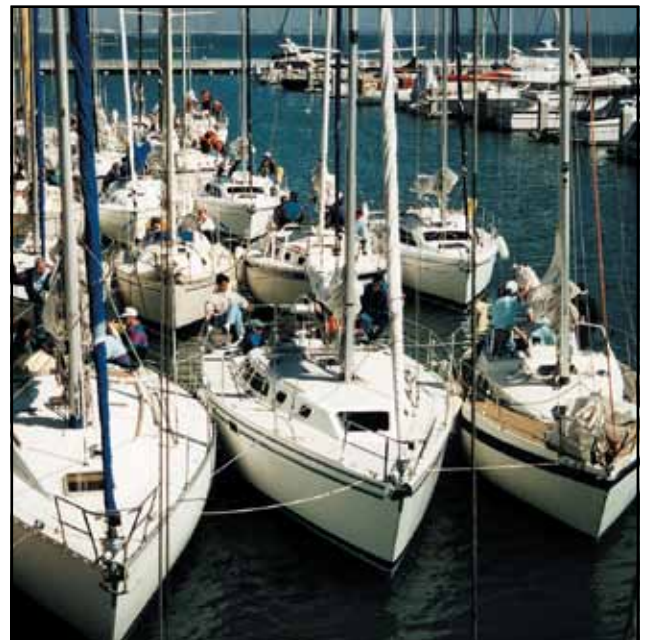
desire. Club members also enjoy substantial savings on both day and overnight charters!

See the next page for our current Sailing Club member charter rates. Non-Members must add 50%.



All reservations are made in advance, accompanied by a fully refundable 50% deposit if cancellation is made seven days prior to charter date. Spinnaker Sailing Club Members may reserve boats without paying a reservation deposit. Rainy weather charter dates are also 100% fully refundable.

Spinnaker Sailing has arranged for reciprocal privileges with many other charter programs around the country. Contact the office for additional information on these programs.



SAN FRANCISCO SKIPPARED CHARTERS

BOAT TYPE	CAPACITY	3 HOUR	4 HOUR	5 HOUR	4 HOUR	5 HOUR
		WEEKDAY	WEEKDAY	WEEKDAY	WEEKEND	WEEKEND
Santana 22*	4	\$382	\$478	\$574	\$499	\$600
Santa Cruz 27*	5	408	512	616	541	652
Catalina 32	6	478	606	733	790	865
Catalina 34	6	478	606	733	790	865
Flying Tiger 10 (33')	6	n/a	n/a	925	n/a	1100
C&C 40	6	478	606	733	790	865
J120 (40')	6	825	1100	1375	1200	1500
Santa Cruz 50	16	1200	1600	2000	1800	2250
Bay Lady 90	75	2250	3000	3750	3400	4250

** Lessons Only

SAN FRANCISCO BAREBOAT FLEET (MEMBER/NON-MEMBER RATES)

	BOAT TYPE	CAPACITY	1/2 DAY	FULLDAY	FULLDAY	2 DAY
			WEEKDAY	WEEKDAY	WEEKEND	WEEKENDER
BCC	Santana 22	4	\$100/na	\$125/188	\$156/234	\$281
	Santa Cruz 27	5	140/na	175/262	219/328	394
ICC	Catalina 32	6	253/na	316/474	395/592	711
	Catalina 34	7	253/na	316/474	395/592	711
ACC	C&C 40	9	312/na	390/585	488/731	878

MEMBER RATES

Rates apply to Spinnaker Sailing-San Francisco Club Members. Non Members add 50%.

CHARTER TIMES (CLUB MEMBERS ONLY) 9:00 AM TO 5:00 AM
Non-Members must have boat in home berth by Sunset. Overnight charters area available. Inquire at office.

NIGHT BOARDING..... 2.50 PER FOOT
(for early departure)

SECURITY DEPOSIT..... 1,500.00 OR 1% VALUE
(whichever is greater) Cash, or Credit Card Only.

COMPETENCE TEST FEE..... 100.00
Includes certification card from Spinnaker Sailing. All charterers must prove a minimum of 24 hours on the water annually.

SKIPPER FEES..... 75.00 PER HOUR

DISCOUNTS

10% - Chartering for 2 or more consecutive days, 20% - Charters of 5 or more consecutive days. (Not cumulative)

FUELING CHARGE \$30.00 PER DAY

RESERVATION DEPOSIT (NON-MEMBERS)

Full charter amount must be received 7 days prior to charter to confirm reservation. 50% of charter fee is non refundable if cancellation is made less than 14 days prior to charter.

CLEANING CHARGE..... \$95 PER HOUR-1 HOUR MIN.
All charterers upon their return to the dock, shall secure and stow all gear as found, pump the holding tank, and shall clean the boat both inside and out. If this is not done, we will do it for you, and deduct a fee from the deposit.

RESCUE FEE 300.00 PER HOUR

4/12

- Rates Subject To Change Without Notice - Ask for Current Rate Sheet



SAILING VACATIONS

For many sailors, the thought of cruising in paradise is a lifelong dream. To sail through crystalline waters, anchor in enchanting bays and experience the wonder and culture of exotic ports around the world has been the aspiration of almost every sailor alive.

Today it is possible to enjoy your lifelong dream cruise within the span of a regular vacation, all at an affordable cost.

Bareboat Charter fleets around the world make these sailing vacations possible. Whether your dream cruise is in the Mediterranean, Caribbean, South Pacific, Mexico, Bahamas, or the Pacific Northwest we can assist in making arrangements and help you plan the vacation of a lifetime.



For those sailors who simply want to relax or gain the experience necessary to skipper bareboats on their own, Spinnaker Sailing offers several fun-filled group trips yearly to various destinations.

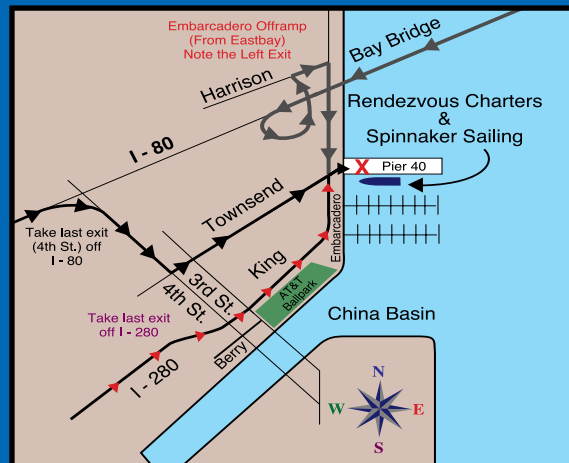
- The Caribbean
- Leeward Isles
- Hawaii
- The Sea of Cortez
- Tahiti-Tonga
- The Bahamas
- San Juan Islands
- Mediterranean
- New Zealand
- Australia

DIRECTIONS TO SOUTH BEACH HARBOR

FROM THE PENINSULA - Take US 101 North. About 1 mile north of Candlestick Point, take the "280 North - Port of San Francisco" exit. Follow 280 to the last offramp (King Street). King turns into Embarcadero. Go up about 1/2 mile to Pier 40, at the intersection of Townsend and Embarcadero. Park on the street or in the designated visitor stalls.

FROM THE EAST BAY - Take the Bay Bridge into the City. Stay in the right lane and take the first S.F. exit, "Folsom" turn left on Folsom, follow to Embarcadero, turn right. Head about 1/2 mile South to Pier 40. Turn left at Townsend onto Pier 40 itself.

Park in the Designated Visitor Stalls (2 hr.) or on the Street.



SPINNAKER SAILING SAN FRANCISCO

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