



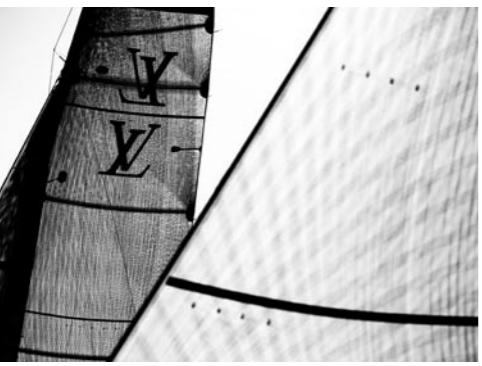
SCUOLA VELA

Mascalzone Latino

"I believe that for young people from Naples , a chance for their future can come from the sea"
Vincenzo Onorato



MASCALZONE LATINO
Sailing Team A.S.D.



PRESENTATION

Mascalzone Latino sailing school was established from an idea by Vincenzo Onorato to offer, completely **FREE OF CHARGE**, to all youngsters from 8 to 16 years of age, in particular social and economic conditions, basic to advanced level sailing lessons sailing lessons. The scope of the Mascalzone Latino sailing school is to offer these children a different alternative, through a sport such as sailing, and to teach them values such as team work, loyalty, strength and courage. We also hope that this activity will be useful to steer these youngsters towards a professional career associated with the sea and much more.



Vincenzo Onorato is the chairman of Mascalzone Latino, a sailing team which he established in 1993.

His training, passion and sailor's spirit have allowed him to face with determination, every year, new challenges, obtaining much success which brought Mascalzone Latino to becoming one of the top sailing teams worldwide. 53 years old, from Naples, Italy, Vincenzo Onorato, above all, is a man of the sea. Other than two participations in the American Cup (Auckland 2002-2003 and Valencia 2007) his sailing achievements are full of success, amongst which six victories in the World Championships, three in the class Farr40 (2006-2007-2008), IMS (2000), Mumm30 (2000), Sardinia Cup ISAF Offshore Team World Championship (2006). Vincenzo Onorato has also won in many classifications, such as the Giraglia, the Three Gulfs Regatta, the Key West race week and the Block Island race. In 2007, subsequent to his many victories, he was nominated Sailor of the year. He graduated from University with a degree in Maritime Economics and is chairman of Moby SpA, a leading maritime transport company.



SAILING SCHOOL: MASCALZONE FOR NAPLES AND THE SOCIAL SITUATION

In 2007, the Team set up the first Mascalzone Latino sailing school in Naples. **With a commitment to organise free sailing courses and events aimed at the weaker and at risk social classes.** The project obtained funding from the Presidency of the Board of Ministers in order to help less fortunate children to meet the sea, learning the sport with the respect and confidence of being part of a team and having perspective to find work. The Sailing School, open since 2007, also received funding from the Ministry of Youth.



MASCALZONE LATINO SAILING TEAM ASD:

THE MASCALZONE LATINO SAILING SCHOOL, WHICH STARTED OUT AS AN AMATEUR SPORTS ASSOCIATION, HAS BECOME A REAL YACHT CLUB RECOGNISED AND AFFILIATED WITH THE ITALIAN SAILING FEDERATION (FIV).



MASCALZONE LATINO
Sailing Team A.S.D.

MASCALZONE LATINO FOUNDATION:

THE MASCALZONE LATINO FOUNDATION IS A NON-PROFIT ORGANISATION ESTABLISHED BY VINCENZO ONORATO THAT AIMS TO RAISE FUNDS TO SUPPORT WORK PLACEMENT OF YOUNGSTERS FROM DISADVANTAGED NEIGHBOURHOODS IN NAPLES THROUGH THE LEARNING OF SEAMANSHIP. THE INITIAL FUNDS WERE USED FOR SETTING UP A SAILING SCHOOL WITH A DINING AREA AND STUDY ROOMS, AS WELL AS, OBVIOUSLY, FOR THE PURCHASE OF BOATS FOR THE SCHOOL.

SAILING SCHOOL: TRAINING COURSES

The Mascalzone Latino school plans to start students on three distinct but related courses:

- an initial educational course, through the realisation of a stable and decent meeting place where they can, free of charge, live the sea, practice sailing and seaman activities in general, hence stimulating team spirit and respect for the rules of healthy competition, have lunch and also study;
- a second training course, where the youngsters participate in the management activities of the school itself (maintenance of equipment and collaboration with instructors), classroom training with the Mascalzone Latino team and with professionals from other institutions;
- a third work placement course, through the participation in an internship with partner companies of Mascalzone Latino that work in the multiple sectors related to boating in general (processing new materials, sails, electronics, etc.), to commercial navigation (navigation companies, charter, etc.), to communication (video taping, news magazines, etc.);

School activities start with the involvement of certified associations that already work within the most difficult social fabric of the territory and together with, through their personal tutors, the participation of the youngsters in the courses is planned.



SAILING SCHOOL: TRAINING COURSES

● ● ● The objective is to reduce the sense of insecurity of poor, less well-off and at risk Neapolitan children, offering them an alternative to life on the streets and, therefore, a stable and decent meeting place and prospects not only of recovery and integration with society, but also sports, through the practice of amateur sailing, stimulating sea culture, team spirit and the respect of healthy competition rules.

The objective is to offer another possibility to these children.

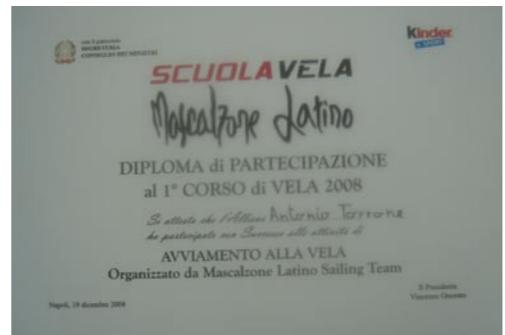
The intention is to produce champions, however, should this not occur, the children shall be directed towards all of the possible sea professions (skipper, sailor, carpenter, sail maker, tool maker, mechanic, electrician, cook, purser, sea video specialist, etc.), which are sought after, often in vain, by Italian and foreign shipowners.

Have you ever noticed that on most yachts the crew is English speaking?

INTEGRATED SERVICES OFFERED BY THE SCHOOL:

THE SCHOOL, WITH THE NEW STRUCTURE, IS ABLE TO OFFER ITS STUDENTS COURSES AND SEMINARS RELATED TO THE MARITIME WORLD AND ENVIRONMENTAL EDUCATION THANKS TO COLLABORATIONS WITH SEVERAL UNIVERSITIES AND SPECIALISED COMPANIES THAT HAVE DECIDED TO INVEST IN YOUNG PEOPLE AND HAVE EMBRACED THE MASCALZONE LATINO PROJECT.

THE MASCALZONE LATINO SAILING SCHOOL ALSO OFFERS A FREE CAFETERIA AND AFTER SCHOOL SERVICE SO KIDS CAN GET HELP WITH SCHOOL WORK, AND ABOVE ALL FEEL SAFE IN A FAMILY ENVIRONMENT.



THE NEW PREMISES:

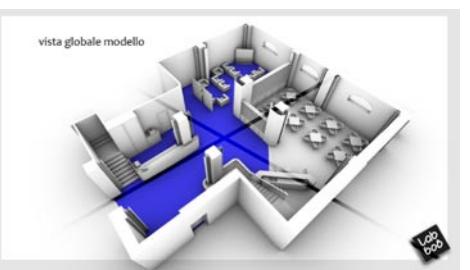


The school is spread over an overall area of 850 sqm on multiple levels, while it will share over 1,000 sqm of outdoor squares and docks with SE.VE.NA - Sailing Section of the Navy in Naples. Seven months of work to finish an architectural design in order to render the spaces extremely welcoming and a breath of fresh air.

The interior of the school is made up of living quarters, library, change rooms and toilets (including for disabled), medical station, kitchen, dining room, offices (secretary's office, administration, sporting director, chairman's office), relax area for instructors, classroom and theatre for 30 students, gym, hospitality area, TV room, guard room, sail area and depository; events can also be organised on the beautiful terraces overlooking the marina of Molosiglio.

The external squares shall be used for the mooring and maintenance of ships, while the dock is dedicated to launching and haulage shall be equipped with a floating wharf.

The design and construction of the school, promoted and financed personally by Vincenzo Onorato, has used contributions and support provided by the Vodafone Italy Foundation.





SAILING SCHOOL COURSES:

The school utilises different boats, eight Optimist and two Blue Sail 24. The small fleet shall soon be completed with two derive FIV555 and subsequently with other boats.

To date, more than 150 young people have alternated between courses, some of which very intensive, having a duration of 4 weeks. Summer camps with groups of 20 students a week for six weeks shall also be organised. The courses are carried out thanks to the logistic collaboration of the Navy, which has made the Sailing Section at Molosoglio available to the school.

BASIC COURSES foresee theory lessons which address the study of the cardinal directions, manoeuvres and illustrations on key parts of the hull, sailing, sail trim and relevant terminology, description of knots, mooring and boat terminology, rules of engagement and, lastly, a race simulation. Every day, the theory lesson is followed by practice, which foresees the rigging of the boat and going out to sea, during which the various roles and exercises are practised as well as the simulation of a race and the unrigging of the boats at the end of practice.

SAILING SCHOOL: THE BOATS

The boats utilised for the courses are two BLU SAILS and eight OPTIMIST.

The **BLU SAILS** are group boats; there are five students and one instructor on each boat. During the lesson there is interaction with the kids trying to group them together, in order to convey as much knowledge as possible about the condition of the boat, so that at the end of the course students will have a general understanding of the rules and methods of operating a sail boat.

The **OPTIMIST** is an F.I.V. school boat; it is 2.30 metres long and 1.13 metres wide. It is a hull where young people can have fun sailing alone in an educational and training environment. The speed of the Optimist is modest and it is for this slowness that a correct sailing in all conditions is fundamental providing that the wind, waves and current do not negatively influence the speed and angle of the bowline.

The objective of the course is to find the right trim based on the characteristics of the hull.



OPEN BIC: POSSIBLE CENTRE IN 2011 WITHIN THE NATIONAL CIRCUIT:



BiC Sport
www.bicsport.com

The O'Pen Bic is an innovative and exciting boat. Equipped with a modern, planing and fast hull inspired by the 60' Open and 29er acrobatics. It has a 100% self-bailing cockpit that allows youngsters to be autonomous. Capsizing becomes a game! It has a modern look and design of which young sailors are proud, given it is similar to the boats of their champions. The hull of the O'pen BIC is built in the spirit of the development of **eco-sustainability**:

- low energy consumption
- no waste
- 100% recyclable
- long lasting
- requires a minimum amount of main tenance



There have been over 3000 boats distributed worldwide from May 2006 to December 2009, an extraordinary achievement for a youthful drop keel sailer.



In the perspective of promoting youth sailing and in support of the Amateur Sporting Association Mascalzone Latino project to bring less fortunate youngsters to the sport of sailing, Bic Sport has prepared an ad hoc proposal for the supply of boats and to involve the school in the activities of the O'pen Bic Italian Class Association.



TWINNING WITH BOSTON:

THE MASCALZONE LATINO SAILING SCHOOL BOASTS MANY FRIENDS AND SUPPORTERS WORLDWIDE, AMONGST THEM IS THE COURAGEOUS SAILING CENTRE IN BOSTON WITH WHICH, IN FEBRUARY 2010, A SISTERSHIP WAS FORMED. COURAGEOUS SAILING CENTRE IS A NON-PROFIT ORGANISATION, ESTABLISHED IN 1897 BY HARRY McDONOUGH, WHOSE DREAM WAS TO TEACH CHILDREN FROM THE MOST DIFFERENT CULTURES AND SOCIAL SYSTEMS THE SIGNIFICANCE OF TRUST, COLLABORATION AND TEAMWORK. EACH CENTRE BOASTS AN ANNUAL ATTENDANCE OF OVER 1000, WITH COMPLETELY FREE OF CHARGE WINTER AND SUMMER PROGRAMS.

WWW.COURAGEOUSAILING.ORG



THE PROJECT AND THE COLLABORATION WITH THE NAVY



On 14 March 2008 in Naples the agreement, definitively executed on 29 July 2009, between Mascalzone Latino and the Navy in favour of the Sailing School established by Vincenzo Onorato was presented. Vincenzo Onorato, Chairman of Mascalzone Latino, Captain of Vascello Bruno Puzone Bifulco, Commander of Maridist Naples today Commander Marivela, and Captain Mario Bilaredello, sports and sailing Office Manager of the General Staff of the Navy, explained the initiative aimed at the Neapolitan youth. The institutional collaboration of the Navy is of great importance in the realisation of the project since the same made some premises available at Molosiglio (NA). Yet that is not all: the Navy, always sensitive to the initiative aimed at helping the most disadvantaged social classes shall also actively participate in the initiative. In fact, the school is in the vicinity of the Sailing Centre of the Armed Forces, which many young people that are going to participate in the next Olympics depend on for training, wearing the stars of the Navy.



THE PROJECT AND THE COLLABORATION WITH THE VODAFONE FOUNDATION



**Fondazione
Vodafone
Italia**

A collaboration agreement was executed in Rome between Mascalzone Latino and the Vodafone Italy Foundation. The **Sailing school** today has a new important partner to rely on for its beneficial teaching activities of sailing to less well-off Neapolitan youth. The **Vodafone Italy Foundation**, established from the desire of Vodafone to create an autonomous structure completely dedicated to the activity of service and social solidarity, aims to play a supporting role in this area by promoting and financing innovative projects or strengthening existing projects run by non-profit organisations. The Vodafone Italy Foundation, sensitive to issues of social deviance, sustains the Sailing School project, with the objective of contributing to the reduction of hardships for young people. In particular, it sustains the renewal of the structures dedicated to the Mascalzone Latino school for sport and training activities.

RECOGNITION OF THE RAI SOCIAL SECRETARIAT:

ON 24 NOVEMBER 2008, MASCALZONE LATINO OBTAINED ANOTHER IMPORTANT ACKNOWLEDGEMENT ON BEHALF OF THE RAI SOCIAL SECRETARIAT, WHICH CONFIRMED ITS FUNDING FOR ALL OF THE SPORTS AND SOCIAL ACTIVITIES CREATED BY THE MASCALZONE LATINO SAILING SCHOOL. DURING THE MONTH OF MAY 2009, IN CAPRI, ON OCCASION OF THE ROLEX CUP REGATTA, RAI SOCIAL ORGANISED A TRAINING COURSE FOR CAMERAMEN AND TV OPERATORS, IN WHICH 6 YOUNGSTERS BETWEEN THE AGES OF 14-17 FROM THE SAILING SCHOOL WERE INVOLVED. FOLLOWED BY RAI TECHNICIANS, STUDENTS GATHERED INTERVIEWS AND SHOTS AT SEA AND PARTICIPATED IN THE MAKING, EDITING IMAGES, OF A SPECIAL DVD, DISTRIBUTED AS AN ATTACHMENT TO THE DECEMBER ISSUE OF THE MAGAZINE ONLY SAIL IN 2009.



SAILING SCHOOL PATRONAGE:



Patrocinio della Presidenza
del Consiglio dei Ministri
della Repubblica Italiana.



KINDER+SPORT: OFFICIAL SUPPLIERS OF THE SCHOOL



SAILING SCHOOL WITH MASCALZONE LATINO AND KINDER + SPORT

It promises an important opportunity for young Neapolitan sailing enthusiasts, who will be able to approach this sport thanks to the sailing school organised by Mascalzone Latino in collaboration with the Navy, with the Vodafone Italy Foundation and the project Kinder + Sport.

It is for these reasons that Kinder + Sport decided to sponsor the Mascalzone Latino Sailing School, which fully reflects the values that the project has been carrying forward for years with its initiatives. The philosophy of Kinder + Sport has always been that of promoting sporting activities amongst younger children, intended as being an occasion to socialise and learn values such as respect for rules, team spirit and loyalty towards others, which are important both in sports and in life. In this direction, Kinder + Sport created two important projects "1,2,3 volley" and "1,2,3 minivolley", thanks to which many young people in Italy could learn about volleyball in a school environment receiving kits from the school in order to practice this sport.

PARTNERSHIP OPPORTUNITIES:

VISIBILITY, COMMERCIAL RIGHTS AND COLLABORATION OPPORTUNITIES WITH MASCALZONE LATINO SAILING SCHOOL:

- logo on the sails of the boats used by the students
- logo on the hulls used by the students (optimist, open'bic, blue sail)
- students and instructors oilskins
- rubber boats and support boats
- flags on support boats and on the base
- minibus
- control panels positioned inside the base
- base hangar
- dedicated events
- participation in Mascalzone Latino events
- a guest crew member on board during training regattas of the Mascalzone Latino hull on various worldwide circuits
- logo on the ITA55 hull on exhibition in Naples (Darsena Acton)
- logo on the fence and ITA55 container (Darsena Acton)
- logo on certificates distributed at the end of the year
- logo and link on the website of the Mascalzone Latino sailing school
- logo on buoys during regattas
- appointment of the federal trophy (name at the regatta)
- logo on the "little pupil" sailing manual
- logo on the blue sail sails for dedicated regattas
- co-marketing with Moby
- possibility to use the brand and images of the Mascalzone Latino sailing school
- participation in social events

In order to better meet the needs of its clients, Mascalzone Latino is willing to create ad hoc short, medium and long term collaboration packages.



ORGANISATION OF EVENTS:

The Mascalzone Latino sailing school offers its partners and companies in general, the possibility to utilise its premises for the organisation of special events: dinners, cocktails, meetings, seminars, etc., thanks to a perfectly suitable and professional structure.

Large open space halls with a bar, meeting room with the possibility for projections, meetings, courses and seminars, a professional and well equipped internal kitchen able to accommodate over 120 people and last but not least three spectacular terraces that offer breathtaking views.

Possibility to organise events utilising an external caterer.



TEAM BUILDING:

The Mascalzone Latino sailing school organizes at the base in Naples or other locations in Italy and abroad, experiential training courses and Team Building to transmit the values of the highly specialised sport into the corporate world or into structured groups where the value of coaching and team working becomes an effective multiplier of possibilities to transform a group of people into a real cohesive and winning team.

All of the classroom and outdoor activities are led by high level trainers

both from the corporate and sporting world.

The real added value is made up of participating in an unforgettable experience with the members of the Mascalzone Latino Sailing Team and the professional sailing staff that will give everyone the opportunity to enhance their skills and create an activity that serves as a metaphor to inflect proven and winning dynamics to be reproduced in the company.



COMPANY INCENTIVES:

The Mascalzone Latino sailing school organises company incentives in order to provide a unique and fascinating experience with the Mascalzone Latino Team.

Fleet regattas and match races to motivate and involve, all in an emotionally impacting atmosphere where professionalism, fun and competitive spirit are the main players.

Experience high level sailing in the company of the main players of the American Cup challenges and great champions of this sport in the most exclusive locations or at the Base of the Mascalzone Latino sailing school in the beautiful Gulf of Naples.



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