

2020-2021

The Foundation office has been open 3 years in the Development Office at 4513 Old Shell Road. The Assistant Director, Angie Gaillard and Assistant to the Director, Daphne Marcum are still with the Foundation while Helene Hassell remains Executive Director of the DISLF.

Covid 19 has remained a challenge for the Foundation office and the office has changed its focus with how typical fund raising was done. The office held Cocktails with the Critters, MEAL was not held in person and the auction remained as a Virtual Fundraiser. The office has continued sending letters and emails to our supporters. Even with all the changes it has been a successful year. I want to thank the Board of Directors and Advisory Committee for all they have done to promote the DISLF.

Projects Funded at the Sea Lab through funds raised by DISLF:

Discovery Hall Programs K5-12

BayMobile Van - New wrap The Caring Foundation

Reality Sand Table – funded by Curtis and Edith Munson Foundation

High School Scholarships - funded by the Jenny Cook Memorial Fund and Austal

ROV competition -Partial funding from Thompson Engineering, the DISLF and Curtis and Edith Munson Foundation

Sea Stars - Funded by Rotary Club of Mobile and A Generous Anonymous Donor and Austal

Microscopes – Curtis and Edith Munson Foundation and Regions Bank

Gulf Island Journey Scholarship – Individuals

University Programs Undergraduate, Masters and PhD candidates

New Microscopes with cameras - granted by Regions Bank and Curtis and Edith Munson

Manatee Sighting Network - Individual Donations

UP Scholarships – CWC and DeGruy

Bays and Bayous – DeGruy

Capital Campaign – Building Spaces for a Brighter Future

Monte L. Moorer Foundation

John Adams Steely Foundation, Inc.

J.L. Bedsole

Crampton Trust

The Miller Charitable Foundation, Inc.

Ben May Charitable Trust

C.D. Helen and Jeff Glaze Foundation

Alabama Power

Individual Donors

Financial Information:

DISLF ended 2020-2021 with Total Checking of \$719,517.00. The Community Foundation of South Alabama had the DISLF Fund at \$2,456,320.00 and the George Crozier Fund at \$289,183.00, for total assets of \$2,745,504.00

TOTAL GIVING Cash + Outstanding Pledges + In-kind = \$253,866.11

Goals:

Fundraising goals were established at the beginning of the fiscal year. These goals were based on a three-year rolling average of the DISLF donors, gifts and dollars

Total active donors:	Goal: 546	Actual: 657
New Donors:	Goal: 26	Actual: 221
Total Gifts:	Goal: 882	Actual: 1167
Total Giving:	Goal: \$228,977.86	Actual: \$586,689.81

Endowments:

The Foundation has two funds at the CFSA; The George Crozier Endowment Fund which was established with a matching grant from the Kresge Foundation, which is governed by the restrictive rules, established by Kresge. The second fund is the DISLF Endowment Fund, which has been funded through the fundraising efforts of the Foundation and is a donor directed fund.

Grants 2020-2021:

Austal	Crampton Trust
Caring Foundation	Alabama Power
Bedsole Foundation	Miller Family Foundation
Ben May Foundation	Hearin Chandler
Regions Bank Foundation	Moorer Foundation
Rotary Club of Mobile	Curtis and Edith Munson Foundation
The Jenny Cook Scholarship Fund	Thompson Holdings Foundation
Glaze Foundation	

Special Events and Outreach:

The DISLF hosted two special events; Cocktails with the Critters and the Virtual Auction,

Marine Environmental Awards Luncheon (MEAL) 2020

No Event

Fundraising

Friends of the Sea Lab

We had a large increase in new FOSL membership this year. FOSL had 111 renewals and 70 new memberships

	2020-2021		2019-2020		2018-2019	
	165	\$21,238	180	\$34,436	202	\$26,177

Annual/Christmas Appeal:

The Annual appeal grossed \$16,456.80 with expenses of \$347.01 for a net profit of \$16,118.79. 1,376 letters were mailed.

	2020-2021	2019-2020	2018-2019
Gross Income	\$16,456.80	\$8,463	\$9,662.10
Expenses	\$347.01	\$514.00	\$722.58
Net income	\$16,118.79	\$7,949.00	\$8,939.52
Letters	1376	1300	100

Donors	91	50	50
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Cocktails with the Critters:

Because of the Success of last year and possibility of Covid restrictions we moved forward with the Virtual Auction again from April 28, 2021 – May 5, 2021. The date for the in-person event was May 6, 2021. On June 15th we decided to move forward with a Virtual Auction. We re-signed with Cause4Auction as our Auction hosting sight.

Sponsors: 391 Corporate sponsor letters were mailed on Nov 9, 2020 and 403 on Feb 1, 2020. The number of corporate sponsors was 55. The number of individual sponsors was 26.

Ticket Sales: Actual ticket pre-sales was \$7,700.

Donations: Totaled \$2,400

In-kind sponsors:

WKRG

Gwins Printing

PMT Publishing

Silent Auction: This year’s auction generated a gross revenue of \$36,000 from 120 items with a FMV of \$55,208.00

Angie uploaded pictures and descriptions of all of the Auction items to Cause4Auction. Cause4Auction was very user-friendly with excellent reporting

We had a total of 449 Bidders sign up for the Auction. The availability to sign up for the auction ran all the way through the very last minutes of the auction

A formula was used to determine starting bids (40% FMV) and bid increases were uniform based on the item’s value. We had 3 trips not sell

We also had 3 Donate Now options available. One for the Foundation, DHP and University Programs.

Foundation received \$656.00, DHP received \$550 and UP received \$300.

This was a great addition that we could add through the auction site that we have not done at previous in-person auctions.

	Actual 2021	Actual 2020	Actual 2019	Actual 2018
Total Income	\$106,280	\$68,741	\$101,685	\$75,645.00
Expenses	(\$24,857)	(\$4,623)	(\$22,627.00)	(\$20,278.37)
Total Expenses				
Net Income	\$81,423.00	\$64,118.00	\$79,057.53	\$55,366.63

Employee Campaign:

No Employee Campaign was held in person due to Covid but we did have our recurring donations and a few one time employees give

Officers

Bob Collins, Chair
Ben King, Vice Chair
Fred Hardman,
Treasurer
Margaret VanLoock,
Secretary

Trustees

Bart Briggs
Scott Browning
Cele Cameron
Susan Carley
Karen Chambless
John Goodloe
Robert Greer
Bill Haffner
Brooks Hieronymus
Jay Ison
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Ernest Ladd
Haley Landers
Mark Langan
Beth Marietta Lyons
Eliska Morgan
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Jeffrey St. John
Jeff Schock
Cooper Trent
Jay Weber
Wes Williams
Garrett Williamson

Honorary Trustees

Dr. George Crozier
Dr. E.O. Wilson

DISL Representatives

Dr. John Valentine
Dr. John Dindo
David England

Advisory Committee

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Tom Gaillard
Charlie Gray
Dr. Robert Harlin
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Luella Hunt
Russell Ladd
Austill Lott
Tomi Sue Mayer
Jimbo Meador
Jocko Potts
Julie Sirmon
Chuck Stapleton
Marty Stapleton
Bryan Thames
Amy Thompson
Alan Tolson

Tours have been given for:

October 2020

Jay Weber

Cooper Trent

Beth-Marietta Lyons

November 2020

Charlie Gray

Allan Crow

Robert Greer

December

Debbie and Gary Freedman

Wiley Blankenship

Andrew Levert

April

Bob Collins

David Thorpe

Holman Head

Jim Park

Rob Couch

Mobile Chamber Tour

May

Tequila Smith

Beth Thomas

Respectively Submitted,
Helene Hassell Executive Director

