11/14/2022

Dauphin Island Sea Lab Foundation Annual Overview

 2021-2022

The Foundation office has been open 4 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.

The office held Cocktails with the Critters, MEAL, 50th Celebration and Employee Campaign in person and the auction remained as a Virtual Fundraiser. The office has continued sending letters and emails to our supporters. It has been a successful year. We sent two letters additionally this year one to parents of former Campers with a soft ask and the other to people that had donated over the last 2 years with an update on what their contributions have helped with. 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***

Bay Mobile – The Caring Foundation

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

ROV competition -Partial funding from Thompson Engineering, Curtis and Edith Munson Foundation and Friends of the Dog River Foundation

Sea Stars - Funded by Rotary Club of Mobile

DHP Microscopes – Glaze Foundation and Miller Foundation

***University Programs Undergraduate, Masters and PhD candidates***

New Microscopes with cameras - Regions Bank and J.L. Bedsole Foundation

UP Scholarships – CWC

Inshore -Near Shore Boat – Crampton Trust, Munson Foundation, The John Adams Steely Foundation

Tripletail Research – Eastern Shore Fly Fishers

George Cline Scholarship

***Capital Campaign – Building Spaces for a Brighter Future***

Monte L. Moorer Foundation

Mobile County Commission

**Financial Information:**

DISLF ended 2021-9/30/2022 with Total Checking of $1,167,236.00 The Community Foundation of South Alabama had the DISLF Fund at $2,092,785.00 and the George Crozier Fund at

$233,883.00, for total assets of $2,326,618.00

**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: 618 Actual: 691

New Donors: Goal: 26 Actual: 209

Total Gifts: Goal: 996 Actual: 1243

**Total Giving: Goal: $367,583 Actual: $661,906.43**

**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 2021-2022:**

Caring Foundation

Bedsole Foundation Crampton Trust

Regions Bank Foundation Moorer Foundation

Rotary Childrens Foundation Curtis and Edith Munson Foundation

The Jenny Cook Scholarship Fund Thompson Holdings Foundation

Glaze Foundation John Adams Steely Foundation

**Special Events and Outreach:**

The DISLF hosted four special events: Marine Environmental Awards Luncheon, 50th Anniversary, Cocktails with the Critters Virtual Auction, Cocktails with the Critters Party

**Marine Environmental Awards Luncheon (MEAL) 2021**

The ninth annual Environmental Awards Luncheon was held on Wednesday, November 12, 2021 at the Battlehouse Hotel. The event was a wonderful success

211 Reservations with 25 Tables

Oakworth Capital Bank sponsored the Luncheon at the $5,000 Level

Keynote Speaker: Dr. Neil Hammerschlag, marine ecologist and director of the shark research & conservation program

Gulf Coast Marine Environmental Excellence Award-Recognizes an individual who has made outstanding contributions to marine environmental sustainability in the Alabama Gulf Coast Region. Winner: Walter Ernest

Gulf Coast Marine Environmental Leadership Award-Recognizes a business or organization whose efforts have resulted in the improvement of marine environmental sustainability in the Alabama Gulf Coast Region.

Winner: The Mobile County Commission

**50th Anniversary Celebration**

The 50th Anniversary was held the Lab with about 100 in attendance and was catered by Rob Stephens

$5200 was collected 103 tickets. Tony Bowers played at the 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

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
|  |  | 2021-2022  |  | 2020-2021 |  | 2019-2020 |
|  | 185 | $27,180 | 165 | $21,238 | 180 | $34,436 |

***Annual/Christmas Appeal*:**

The Annual appeal grossed $28,500 with expenses of $724.25 for a net profit of $27,775.75. 1,476 letters were mailed.

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| --- | --- | --- | --- |
|  | 2021-2022 | 2020-2021 | 2019-2020 |
| Gross Income | $28,500 | $16,456.80 | $8,463.00 |
| Expenses | $724.25 | $347.01 | $524.00 |
| Net income | $27,775.75 | $16,118.79 | $7,949.00 |
|  |  |  |  |
| Letters | 1,476 | 1376 | 1300 |

|  |  |  |  |
| --- | --- | --- | --- |
| Donors | 97 | 91 | 50 |

***Cocktails with the Critters*:**

The Virtual Auction again from April 27, 2022 – May 4, 2022. The date for the in-person event was May 5, 2022. On June 15th we decided to move forward with a Virtual Auction. We re-signed with Cause4Auction as our Auction hosting sight. This has been the highest grossing CWC to date!

Sponsors: 425 Corporate sponsor letters were mailed on Nov 12, 2021 and 446 on Jan 14, 2022. The number of corporate sponsors was 72. The number of individual sponsors was 20.

Ticket Sales: Actual ticket pre-sales was $7,000.

Donations: Totaled $2,400

In-kind sponsor

Gwins Printing

PMT Publishing

Silent Auction:This year’s auction generated a gross revenue of $34,000 from 131 items with a FMV of $65,000.00

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 542 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 1 trip that did 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.

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| --- | --- | --- | --- | --- |
|  | Actual 2022 | Actual 2021 | Actual 2020 | Actual 2019 |
| Total Income | $106,763.14 | $106,280 | $68,741 | $101,685 |
| Expenses | ($21,642.34) | ($24,857) | ($4,623.00) | ($22,627.00) |
| Total Expenses |  |  |  |  |
| Net Income | $85,120.80 | $81,423.00 | $64,118.00 | $79,057.53 |

***Employee Campaign:***

The employee campaign was undertaken again this year and was well received. The duration of the campaign was two pay periods. The kickoff was an ice cream social and the celebration on Sept 17, 2021 – Oct 13, 2021 at the conclusion we celebrated with Smokin’ Gringos Taco Truck. The campaign was well received by the employees with every department having 100% participation which was the ultimate goal. The total amount raised to help an Outdoor Pavillion, UP Scholarship, Jenny Cook and Area of Greatest Need. The total amount raised was $4,800. The Employee Campaign will remain an annual event.

**Officers**

Bob Collins, Chair

Ben King, Vice Chair

Brooks Hieronymus,

Treasurer

Karen Chambliss, Secretary

**Trustees**

Bart Briggs

Scott Browning

Catherine Burton

Cele Cameron

Susan Carley

John Goodloe

Charlie Gray

Robert Greer

Fred Hardman

Jay Ison

Charlie Jackson

Ernest Ladd

Haley Landers

Mark Langan

Beth Marietta Lyons

Eliska Morgan

Patrick Murphy

Jeffrey St. John

Richard Tremayne

Wes Williams

Garrett Williamson

**Honorary Trustees**

Dr.George Crozier

**DISL Representatives**

Dr. John Valentine

Dr. John Dindo

David England

**Advisory Committee**

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Goldie Burkholder

Dr. Joe Busta

Allan Crow

George Davis

Angela Dunn

Tom Gaillard

Lisa Goodloe

Bill Haffner

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Luella Hunt

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Jeff Schock

Julie Sirmon

Chuck Stapleton

Marty Stapleton

George Talbot

Amy Thompson

Alan Tolson

Chris Tracy

Bud Urquhart

Marc Whitehead

Patrick Wilson

Respectively Submitted,

Helene Hassell Executive Director

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