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* ($5,000)
*High School Scholarships* - funded by the Jenny Cook Memorial Fund and DeGruy
*ROV competition* -Partial funding from Thompson Engineering ($4,000), Curtis and Edith Munson Foundation ($500) and Friends of the Dog River Foundation ($5,000)
*Sea Stars* - Funded by Rotary Club of Mobile ($2,500)
*DHP Microscopes* – Glaze Foundation ($2,500)

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

*New Microscopes with cameras* - Regions Bank ($5,000) and J.L. Bedsole Foundation ($15,000)
*UP Scholarships* – CWC
*Inshore -Near Shore Boat* – Crampton Trust ($15,000), Munson Foundation ($19,500), The John Adams Steely Foundation ($30,000)
*Tripletail Research* – Eastern Shore Fly Fishers ($498.00)
*George Cline Scholarship* – ($3,431.00)

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

Monte L. Moorer Foundation ($50,000)
Mobile County Commission ($250,000)

**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.

<table>
<thead>
<tr>
<th>Goal</th>
<th>Actual</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total active donors:</td>
<td>691</td>
</tr>
<tr>
<td>New Donors:</td>
<td>209</td>
</tr>
<tr>
<td>Total Gifts:</td>
<td>1243</td>
</tr>
<tr>
<td>Total Giving:</td>
<td>$661,906.43</td>
</tr>
</tbody>
</table>

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.

Grant Request
Total Requests: $448,000
Total Funded: $369,000

Grants 2021-2022:
Caring Foundation
Bedsole Foundation
Regions Bank Foundation
Rotary Childrens Foundation
Thompson Holdings Foundation
Glaze Foundation
Crampton Trust
Moorer Foundation
Curtis and Edith Munson 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.

<table>
<thead>
<tr>
<th></th>
<th>2021-2022</th>
<th>2020-2021</th>
<th>2019-2020</th>
</tr>
</thead>
<tbody>
<tr>
<td>185</td>
<td>$27,180</td>
<td>$21,238</td>
<td>$34,436</td>
</tr>
</tbody>
</table>

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.

<table>
<thead>
<tr>
<th></th>
<th>2021-2022</th>
<th>2020-2021</th>
<th>2019-2020</th>
</tr>
</thead>
<tbody>
<tr>
<td>Gross Income</td>
<td>$28,500</td>
<td>$16,456.80</td>
<td>$8,463.00</td>
</tr>
<tr>
<td>Expenses</td>
<td>$724.25</td>
<td>$347.01</td>
<td>$524.00</td>
</tr>
<tr>
<td>Net income</td>
<td>$27,775.75</td>
<td>$16,118.79</td>
<td>$7,949.00</td>
</tr>
<tr>
<td>Letters</td>
<td>1,476</td>
<td>1376</td>
<td>1300</td>
</tr>
<tr>
<td>Donors</td>
<td>97</td>
<td>91</td>
<td>50</td>
</tr>
</tbody>
</table>
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: Totaed $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.

<table>
<thead>
<tr>
<th></th>
<th>Actual 2022</th>
<th>Actual 2021</th>
<th>Actual 2020</th>
<th>Actual 2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Income</td>
<td>$106,763.14</td>
<td>$106,280</td>
<td>$68,741</td>
<td>$101,685</td>
</tr>
<tr>
<td>Expenses</td>
<td>($21,642.34)</td>
<td>($24,857)</td>
<td>($4,623.00)</td>
<td>($22,627.00)</td>
</tr>
<tr>
<td>Total Expenses</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Net Income</td>
<td>$85,120.80</td>
<td>$81,423.00</td>
<td>$64,118.00</td>
<td>$79,057.53</td>
</tr>
</tbody>
</table>

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 Chambless, 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**
Kinley Bell
Goldie Burkholder
Dr. Joe Busta
Allan Crow
George Davis
Angela Dunn
Tom Gaillard
Lisa Goodloe
Bill Haffner
Dr. Robert Harlin
Scott Heggeman
Luella Hunt
Austill Lott
Jeff Luther
Tomi Sue Mayer
Jimbo Meador
George Oswalt
Jocko Potts
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