

**Dauphin Island Sea Lab Foundation  
Annual Overview  
2015-2016**

**Financial Information**

DISLF began FY 2015-2016 with total Checking of \$145,744.65 on October 1, 2015. The Community Foundation of South Alabama had a total of \$831,667.98, with DISLF Fund at \$517,926.74 and the George Crozier Fund at \$243,741.24, for total assets of **\$977,412.63**.

Ending balances for 2015-2016 for Total Checking was \$ \$136,700.08 and a savings balance of \$150,219.73. Community Foundation had a total of \$1,302,286.98 for total assets of \$ 1,589,206.79. an increase of 38% over LY.

\$60,000 was transferred to the DISLF Fund from the operating budget after Cocktails with the Critters.

**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. The Rules for the DISLF Fund are more flexible, however, the goal is to keep all the money in the CFSA and to fund projects for the Sea Lab as needed from the interest income. The Principal of each is to remain untouched.

**Other Income**

Assistant US Attorney Mike Anderson, contacted DISLF to inform us that a Norwegian shipping vessel had been convicted of illegally dumping oily bilge water into the Gulf of Mexico. The case was prosecuted in Federal Court in Mobile and the government was authorized to designate a local community group to receive a portion of the fine imposed on DSD. At the sentencing phase, the fine was set at \$2 million, and the DISLF was awarded \$500,000 of the imposed fine.

2. BP Settlement-DISLF received a settlement from the BP oil spill. According to the report from Cunningham Bounds, LLC the funds breakdown from the BP settlement are as follows:

Total Payment: \$84,386.83

Attorney Fees: \$11,103.02

Net Amount: **\$70,878.81**

**Projects Funded at the Sea Lab by DISLF**

**\$72,000 Estuarium Addition-From Friends of the Sea Lab Income**

**\$ 5,000 Discovery Hall Bus -From a grant from Wells Fargo**

**\$13,000 Vernier Lab Equipment- From a grant from Crampton Trust**

**Fundraising:**

## Grants:

The Glaze Foundation –Donated \$5,000

**Wells Fargo** donated \$5,000 for the a bus for Discovery Hall

**Martin Foundation** Donated \$10,000 for Blackfish Research

**James Harless** donated \$2,000 to underwrite the cocktail party prior to MEAL

## Marine Environmental Awards Luncheon (MEAL):

The Fourth Annual Marine Environmental Awards Luncheon was held Tuesday, October 27, 2015 at the Renaissance Battle House Hotel. This was a luncheon featuring award-winning National Geographic Photographer, **David Doubilet**. **David Doubilet** is one of the world's most celebrated underwater photographers and a contributing photographer for National Geographic Magazine where he has published nearly 70 stories since his first assignment in 1971.



The Luncheon was sponsored by PNC at the \$10,000 level.

264 Reservations

24 Tables with 202 seats

62 individual reservations

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: **Andrew Saunders**

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: **John Borom Alabama Coastal Birdfest**

**Income and Expense Report Meal**

| <b>Expenses</b>       | <b>2015</b>        | <b>2014</b>        | <b>2013</b>        |
|-----------------------|--------------------|--------------------|--------------------|
| Total Battlehouse     | \$9,369.00         | \$8,424.60         | \$7,226.00         |
| Speaker Total         | \$5,785.32         | \$5,753.00         | \$5,897.00         |
| Gift                  | \$203.60           | \$270.00           | \$240.00           |
| Printing/publicity    | \$602.70           | \$721.29           | \$1,651.00         |
| Door Prize            | 0                  | \$0.00             | \$110.00           |
| Books                 |                    | \$0.00             | \$2,712.00         |
| Flowers               | \$148.18           | \$330.00           |                    |
| Office depot          | \$212.24           | \$42.13            |                    |
| Billboards            | \$600.00           |                    |                    |
| USPS                  | \$69.82            |                    |                    |
| <b>Total Expenses</b> | <b>\$16,990.86</b> | <b>\$15,541.02</b> | <b>\$17,836.00</b> |
|                       |                    |                    |                    |
| <b>Income</b>         |                    |                    |                    |
| Sponsor               | \$10,000.00        | \$5,000.00         | \$10,000.00        |
| Tables                | \$9,450.00         | \$8,350.00         | \$6,850.00         |
| Individuals           | \$3,150.00         | \$3,050.00         | \$2,600.00         |
| Book Sales            | \$1,050.00         | \$0.00             | \$3,700.00         |
| Books to Gift shop    |                    | \$0.00             | \$700.00           |
| Donations             | \$700.00           | \$1,140.00         | \$375.00           |
| Flower sales          |                    | \$402.00           |                    |
| <b>Total Income</b>   | <b>\$24,350.00</b> | <b>\$17,942.00</b> | <b>\$24,225.00</b> |
|                       |                    |                    |                    |
| <b>Net</b>            | <b>\$7,359.14</b>  | <b>\$2,400.98</b>  | <b>\$6,389.00</b>  |

**Friends of the Sea Lab**

|  |  |           |           |           |           |           |
|--|--|-----------|-----------|-----------|-----------|-----------|
|  |  | 2015-2016 | 2014-2015 | 2013-2014 | 2012-2013 | 2011-2012 |
|--|--|-----------|-----------|-----------|-----------|-----------|

|                |            |                    |            |                    |            |                    |            |                 |           |                    |
|----------------|------------|--------------------|------------|--------------------|------------|--------------------|------------|-----------------|-----------|--------------------|
| Students       | 3          | \$90.00            | 1          | \$30.00            | 1          | \$30.00            | 0          |                 | 1         | \$30.00            |
| Individual     | 12         | \$600.00           | 6          | \$300.00           | 10         | \$500.00           | 10         | \$500.00        | 9         | \$450.00           |
| Family         | 131        | \$13,100.00        | 109        | \$10,800.00        | 89         | \$8,900.00         | 91         | \$9,100         | 44        | \$4,400.00         |
| Seahorse       | 18         | \$4,500.00         | 12         | \$3,000.00         | 7          | \$1,750.00         | 10         | \$2,500.00      | 3         | \$750.00           |
| Skate          | 6          | \$3,000.00         | 2          | \$1,000.00         | 1          | \$500.00           | 5          | \$2,500.00      | 3         | \$1,500.00         |
| Starfish       | 1          | \$1,000.00         | 0          |                    | 1          | \$1,000.00         | 1          | \$1,000.00      | 1         | \$1,000.00         |
| School of fish | 2          | \$4,500.00         | 1          | \$2,500.00         | 2          | \$5,000.00         | 2          | \$5,000.00      | 2         | \$5,000.00         |
| Comps          | 4          |                    | 5          |                    | 7          |                    | 4          |                 |           |                    |
|                | <b>177</b> | <b>\$26,790.00</b> | <b>136</b> | <b>\$17,630.00</b> | <b>124</b> | <b>\$17,680.00</b> | <b>123</b> | <b>\$20,600</b> | <b>63</b> | <b>\$13,130.00</b> |

730 letters were mailed in August and included the MEAL save the date card. Letters are mailed bi-monthly to remind "Friends" that their memberships are about to expire.

### Christmas Appeal:

The holiday appeal grossed \$6,665 with expenses of \$652.89 for a net profit of \$6012.11. 1000 letters were mailed.

|              | 2015-2016  | 2014-2015  | 2013-2014  | 2012-2013  |
|--------------|------------|------------|------------|------------|
| Gross Income | \$,6665    | \$9,165.00 | \$6,400    | \$6,001.57 |
| Expenses     | \$ 652.89  | \$627.26   | 653.27     | \$350      |
| Net income   | \$6,012.11 | \$8,537.74 | \$5,741.73 | \$5,651.57 |
| Letters      | 1000       | 840        | 786        | 750        |
| Donors       | 37         | 53         | 30         | 34         |

### Cocktails with the Critters:

The 12th annual CWC was held May 5 at The BlueGill on the Causeway. This was the third year at The Blue Gill. Our attendance was over 500 this year. Ryan Balthrop provided music and Stig Marcussen was our featured artist. Tickets were \$50 in advance and \$55 at the door

**Sponsors:** The number of corporate sponsors was up to 50 but the total sponsorships was back to the 2014 level. The number of individual sponsors was also up this year to 23. **Sponsorships account for 48% of total income.**

**Ticket Sales-**Actual ticket pre-sales were up but the gate ticket sales were down ending in an over all increase from 175 to 186, an increase of 6%. **Ticket sales account for 10% of total income.**

**Donations:** Totaled \$700

### In-kind sponsors

1. WKRG

2. Gwins
3. Carpe Diem
4. Lagniappe
5. Blue Rents

**Silent Auction** This year’s auction generated a gross revenue of **\$30,724** less consignment costs of **\$650** resulting in net sales of **\$30,074** from 129 items, giving us a 37% increase over LY . The FMV of the items this year totaled \$53,626 an increase of 28% over 2015. Silent auction accounts for **32%** of total income.

**Other income:**

Featured Artist – Stig Marcussen made \$1,300 which he splits with DISLF 50/50.

**Trustee Sponsorship**-Trustee sponsorships totaled \$6,400. This sponsorship shared by all the trustees underwrites some of the expenses, which allows the ticket price of the event to remain at a reasonable rate. Without this support we would have to raise the ticket price.

**Gross Total generated for the Dauphin Island Sea Lab Foundation - \$94,439**

**Expenses – \$22,832** See Detailed Analysis Below

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**Grand Total Net Profit generated for the Sea Lab Foundation - \$72,106 resulting in a 7% increase over LY.**  
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| <b>CWC Budget Analysis</b> | <b>Actual 2016</b> | <b>Actual 2015</b> | <b>Actual 2014</b> | <b>Actual 2013</b> |
|----------------------------|--------------------|--------------------|--------------------|--------------------|
| <b>Income</b>              |                    |                    |                    |                    |
| Tickets-Gate               | \$2,005.00         | \$3,685.00         | \$3,035.00         | \$2,605.00         |
| Adv Ticket Sales           | \$7,700.00         | \$5,400.00         | \$5,150.00         | \$7,450.00         |
| ind sponsors               | \$9,110.00         | \$6,250.00         | \$7,750.00         | \$6,750.00         |
| corp Sponsorship           | \$37,000.00        | \$42,500.00        | \$37,050.00        | \$37,250.00        |
| Trustee Spons              | \$6,400.00         | \$4,600.00         | \$4,550.00         | \$4,450.00         |
| Silent Auction             | \$30,724.00        | \$22,736.00        | \$21,182.00        | \$26,000.00        |
| Artist                     | \$1,300.00         | \$400.00           | \$885.00           | \$2,235.00         |
| T-Shirts                   |                    | \$0.00             | \$1,239.00         | \$1,009.00         |
| Balloon Pop                |                    | \$600.00           |                    |                    |
| Donations                  | \$700.00           | \$1,000.00         | \$1,600.00         | \$1,150.00         |
| <b>Total Income</b>        | <b>\$94,939.00</b> | <b>\$87,171.00</b> | <b>\$82,441.00</b> | <b>\$88,899.00</b> |
| <b>Expenses</b>            |                    |                    |                    |                    |
| Printing                   | \$592.06           | \$797.92           | \$812.02           | \$1,053.85         |
| Postage                    | \$455.00           | \$337.87           | \$321.30           | \$358.06           |
| Advertisement              | \$600.00           | \$600.00           | \$450.00           | \$450.00           |
| Band                       | \$1,400.00         | \$500.00           | \$1,500.00         | \$1,500.00         |
| Food(tx+grat)              | \$11,943.69        | \$10,683.85        | \$10,343.90        | \$11,192.08        |
| Beverage                   | \$4,899.00         | \$4,534.00         | \$2,745.00         | \$4,048.00         |
| Decorations                |                    | \$0.00             |                    |                    |

|                            |                    |                 |                    |                 |
|----------------------------|--------------------|-----------------|--------------------|-----------------|
| Tent rental                |                    | \$0.00          |                    | \$393.12        |
| Lighting                   |                    | \$200.00        |                    | \$174.12        |
| Credit Card Fees           |                    | \$0.00          |                    |                 |
| Policeman                  |                    | \$0.00          | \$100.00           | \$90.00         |
| PayPal fees                | \$814.69           | \$676.06        | \$493.00           | \$324.12        |
| Reimburse Artist           | \$650.00           | \$200.00        | \$442.50           | \$1,117.50      |
| Other                      | \$631.00           | \$423.17        |                    | \$370.87        |
| Silent Auction Consignment | \$650.00           | \$900.00        | \$1,775.00         | \$1,770.00      |
| Ribbons                    | \$196.90           | \$263.50        | \$239.80           | \$126.40        |
| Silent Auction             |                    |                 |                    | 0               |
| <i>Total Expenses</i>      | <i>\$22,832.34</i> | <i>\$20,116</i> | <i>\$19,222.52</i> | <i>\$22,968</i> |
| <b>Net Income</b>          | <b>\$72,106.66</b> | <b>\$67,055</b> | <b>\$63,218.48</b> | <b>\$65,931</b> |

### Trustees

|                            |                  |                        |
|----------------------------|------------------|------------------------|
| Bryan Thames, Chair        | Dr. Fred Cushing | Dr. John B. Howell, IV |
| Marc Whitehead, Vice Chair | John Dindo, PhD. | Luella Hunt            |
| Scott Browning, Treasurer  | George Davis     | Johnny Hunter          |
| Margaret VanLoock,         | David England    | Neil Kennedy           |
| Secretary                  | Karlos Finley    | Dr. Ben King           |
| <u>Trustees</u>            | Russ Ford        | Angela Payne           |
| Walsh Arendall             | Tom Gaillard     | Jeff Schock            |
| Kinley Bell                | John Goodloe     | Jay Thompson           |
| Bob Collins                | Bill Haffner     | Richard Tremayne       |
| Rick Courtney              | Scott Heggeman   | Bud Urquhart           |

### Advisory Committee

|                         |                 |                    |
|-------------------------|-----------------|--------------------|
| Erin Wheeler, Chair     | Jimmy Hartman   | Julie Sirmon       |
| Eliska Morgan, Co-Chair | Robert Harlin   | Marty Stapleton    |
| Melissa Baker           | Alvin Hope      | Chuck Stapleton    |
| Fred Brock              | Russell Ladd    | Amy Thompson       |
| Goldie Burkholder       | Haley Landers   | Alan Tolson        |
| Mary Courtney Cane      | Austill Lott    | Garrett Williamson |
| Suzanne Damrich         | Tara Marshall   | Patrick Wilson     |
| Mary Ellingwood         | Tomi Sue Mayer  | Bill Zundel        |
| Lisa Goodloe            | Jocko Potts     |                    |
| Fred Hardman            | Sonny Middleton |                    |

**Tours:** John Valentine and John Dindo along with Helene hosted tours of the Sea Lab for the following people:

### **Wells Fargo Executives**

Ben King  
Johnny and Molly Hunter  
Erin Wheeler  
**Robin Linn**

**Respectively Submitted,**

**Helene Hassell**  
Executive Director