

**Dauphin Island Sea Lab Foundation
Annual Overview
2016-2017**

Projects:

- 1. Windows to the Sea opened in March. The high tech addition was underwritten by several sources including proceeds from the Friends of the Sea Lab.**
2. Underwriting a feasibility Study for a major gift program for the Sea Lab.
- 3. Secured a grant from Moorer Foundation to renovate the Admin Building**
4. Contributed \$150,000 to the Admin Building Renovation.

Financial Information:

DISLF began FY 2016-2017 with total Checking of \$217,937.40 and Savings balance of \$150,072.30 on October 1, 2016. The Community Foundation of South Alabama had a total of 1,269,358.17 with DISLF Fund at \$1,018,669.27 and the George Crozier Fund at \$250,688.90, for total assets of **\$1, 637,367.87**

Ending balances for 2016-2017 for Total Checking was \$ \$150, 307.16 and a savings balance of \$150,219.73. Community Foundation had a total of \$1,783,077.31 for total assets of \$ **1,783,077.31** an increase of 9% over LY.

\$100,000 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

Grants:

The Glaze Foundation –Donated \$2,500
Moorer Foundation Donated \$50, 000 for the renovation of the Admin Building

Fundraising:

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

2016

The fifth annual Environmental Awards Luncheon was held on Tuesday, November 1, 2016 at the Battlehouse Hotel. The event was a huge success there was an increase of 12% in reservations.

300 Reservations total 34 tables

Regions Bank sponsored the Luncheon at the \$5,000 level.

The luncheon was booked at the Battlehouse Hotel in May 2016. We had various liaisons this year, but ultimately it was handled pretty professionally although with a bit of lack of concern for the problems I foresaw and which occurred.

Keynote Speaker: Dr. Sylvia Earle, World Famous Oceanographer

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: **Sam St John**

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: **Alabama Coastal Foundation**

Income and Expense Report Meal

Expenses	2016	2015	2014	2013
Total Battlehouse	\$11,564.00	\$9,369.00	\$8,424.60	\$7,226.00
Speaker Total	\$3,366.68	\$5,785.32	\$5,753.00	\$5,897.00
Gift	\$255.38	\$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	\$192.78	\$212.24	\$42.13	
Billboards	450	\$600.00		
USPS	431.40	\$69.82		
Total Expenses	\$16,418.48	\$16,990.86	\$15,541.02	\$17,836.00
Income				
Sponsor	\$5,000.00	\$10,000.00	\$5,000.00	\$10,000.00
Tables	\$10,800.00	\$9,450.00	\$8,350.00	\$6,850.00
Individuals	\$2,100.00	\$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	\$75.00	\$700.00	\$1,140.00	\$375.00
Flower sales			\$402.00	
Total Income	\$17,975.00	\$24,350.00	\$17,942.00	\$24,225.00
Net	\$1,556.52	\$7,359.14	\$2,400.98	\$6,389.00

Friends of the Sea Lab

		2016-2017		2015-2016	2014-2015		2013-2014		2012-2013	
Students	2	\$60	3	\$90	1	\$30	1	\$30	0	
Individual	11	\$550	12	\$600	6	\$300	10	\$500	10	\$500.00
Family	115	\$11550	125	\$12,500	109	\$10,800	89	\$8,900	91	\$9,100
Seahorse	15	\$3750	16	\$4,000	12	\$3,000	7	\$1,750	10	\$2,500.00
Skate	6	\$3000	6	\$3,000	2	\$1,000	1	\$500	5	\$2,500.00
Starfish	1	\$1000	1	\$1,000	0		1	\$1,000	1	\$1,000.00
School of fish	2	\$5000	2	\$4,500	1	\$2,500	2	\$5,000	2	\$5,000.00
Comps	4		4		5		7		4	
	156	\$24,860	169	25,690	136	\$17,630	124	\$17,680.00	123	\$20,600

900 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.

	2016-2017	2015-2016	2014-2015	2013-2014	2012-2013
Gross Income	\$7668.00	\$6665.00	\$9,165.00	\$6,400	\$6,001.57
Expenses	\$666.12	\$ 652.89	\$627.26	653.27	\$350
Net income	\$7001.88	\$6,012.11	\$8,537.74	\$5,741.73	\$5,651.57
Letters	900	1000	840	786	750
Donors	40	37	53	30	34

Cocktails with the Critters:

This was the fourth year at The Blue Gill. Our attendance was over 375 to 400 this year. It was VERY cold and blustery outside but nice and cozy in the main area.

Sponsors: 204 sponsor letters were mailed. The number of corporate sponsors was down to 43 from 50 but the total sponsorships were down as well. The number of individual sponsors down this year from 23 to 17. **Sponsorships account for 42% of total income.**

Ticket Sales-Actual ticket pre-sales were down and the gate ticket sales were down ending in an overall decrease from 186 to 150. **Ticket sales account for 8% of total income.**

Donations: Totaled \$450

In-kind sponsors

1. WKRG
2. Gwins
3. Carpe Diem
4. Lagniappe

Silent Auction This year’s auction generated gross revenue of **\$26,259** less consignment costs of **\$750** resulting in net sales of **\$25,509** from 133 items. The FMV of the items this year totaled \$50,488. Silent auction accounts for **31%** of total income.

Other income:

Featured Artist – Stig Marcussen brought only Christmas Cards and framed prints from previous years to sell he made about \$1880, which he splits with us 50/50.

Trustee Sponsorship-Trustee sponsorships totaled \$5550. 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 - \$81,211

Expenses – \$20,208.76 See Detailed Analysis Below

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**Grand Total Net Profit generated for the Sea Lab Foundation - \$61,002**  
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CWC Budget Analysis Income

	Actual 2017	Actual 2016	Actual 2015	<i>Actual 2014</i>
Tickets-Gate	\$2,142.00	\$2,005.00	\$3,685.00	\$3,035.00
Adv Ticket Sales	\$4,550.00	\$7,700.00	\$5,400.00	\$5,150.00
Ind sponsors	\$5,500.00	\$9,110.00	\$6,250.00	\$7,750.00
Corp Sponsorship	\$34,500.00	\$37,000.00	\$42,500.00	\$37,050.00
Trustee Spons	\$5,500.00	\$6,400.00	\$4,600.00	\$4,550.00
Silent Auction	\$26,689.00	\$30,724.00	\$22,736.00	\$21,182.00
Artist	\$1,880.00	\$1,300.00	\$400.00	\$885.00
T-Shirts		na	\$0.00	\$1,239.00
Balloon Pop		na	\$600.00	
Donations	\$450.00	\$700.00	\$1,000.00	\$1,600.00
Total Income	\$81,211.00	\$94,939.00	\$87,171.00	\$82,441.00

Expenses

Printing	641.22	\$592.06	\$797.92	\$812.02
Postage	310.52	\$455.00	\$337.87	\$321.30
Advertisement	600.00	\$600.00	\$600.00	\$450.00
Band	800.00	\$1,400.00	\$500.00	\$1,500.00
Food(tx+grat)	10,814.32	\$11,943.69	\$10,683.85	\$10,343.90
Beverage	4,528.00	\$4,899.00	\$4,534.00	\$2,745.00
Decorations			\$0.00	
Tent rental			\$0.00	
Lighting			\$200.00	
Credit Card Fees			\$0.00	
Policeman			\$0.00	\$100.00
PayPal fees	649.70	\$814.69	\$676.06	\$493.00
Reimburse Artist	940.00	\$650.00	\$200.00	\$442.50
other		\$631.00	\$423.17	
Silent Auction				
Consignment	725.00	\$650.00	\$900.00	\$1,775.00
Ribbons	200.00	\$196.90	\$263.50	\$239.80
Silent Auction				
<i>Total Expenses</i>	<i>\$20,208.76</i>	<i>\$22,832.34</i>	<i>\$20,116.37</i>	<i>\$19,222.52</i>
Net Income	\$61,002.24	\$72,106.66	\$67,054.63	\$63,218.48

Trustees

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Margaret VanLoock,
Secretary
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John Goodloe
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Respectively Submitted,

Helene Hassell
Executive Director