

**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  
Moorer Foundation

**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

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

#### 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	
	<b>156</b>	<b>\$24,860</b>	<b>169</b>	<b>25,690</b>	<b>136</b>	<b>\$17,630</b>	<b>124</b>	<b>\$17,680.00</b>	<b>123</b>	<b>\$20,600</b>

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
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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 were 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 over all 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 a 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**

	<b>Actual 2017</b>	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
<b>Total Income</b>	<b>\$81,211.00</b>	<b>\$94,939.00</b>	<b>\$87,171.00</b>	<b>\$82,441.00</b>

**Expenses**

Prinitng	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 Acution				
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>
<b>Net Income</b>	<b>\$61,002.24</b>	<b>\$72,106.66</b>	<b>\$67,054.63</b>	<b>\$63,218.48</b>

Trustees

Marc Whitehead, Chair  
George Davis, Vice Chair  
Scott Browning, Treasurer  
Margaret VanLoock,  
Secretary

Trustees  
Walsh Arendall  
Bob Collins  
Karlos Finley  
Tom Gaillard

John Goodloe  
Bill Haffner  
Fred Hardman  
Scott Heggeman  
Dr. John B. Howell, IV

Johnny Hunter  
Alvin Hope  
Charlie Jackson  
Neil Kennedy  
Dr. Ben King  
Ernest Ladd  
Haley Landers  
Jimbo Meador  
Eliska Morgan

Dr. Raoul Richardson  
Jeff Schock  
Jay Thompson  
Richard Tremayne  
Bill Zundel  
  
*Honorary Trustees*  
Dr. George Crozier

Dr. E.O. Wilson

*DISL Representatives*

Dr. John Valentine  
Dr. John Dindo  
David England

**Advisory Committee**

Erin Wheeler, Chair  
Melissa Baker  
Kinley Bell  
Fred Brock  
Goldie Burkholders  
Joe Busta  
Mary Courtney Cane  
Suzanne Damrich  
Mary Ellingwood  
Lisa Goodloe  
John Goodloe

Robert Harlin  
Jimmy Hartman  
Neil Kennedy  
Russell Ladd  
Austill Lott  
Tara Marshall  
Tomi Sue Mayer  
Sonny Middleton  
Jocko Potts  
Julie Sirmon  
Chuck Stapleton

Marty Stapleton  
Bryan Thames  
Amy Thompson  
Alan Tolson  
Lawson White  
Garrett Williamson  
Patrick Wilson

**Respectively Submitted,**

**Helene Hassell**  
Executive Director