

## Dauphin Island Sea Lab Foundation

### Annual Overview

2018-2019

This has been quite an eventful year for the DISLF. Guided by our consultant Joe Busta DISLF there have been many firsts. DISL created a Development Department and hired Helene Hassell Executive Director of the DISLF to also serve as the Director of the new department.

The Foundation moved into the newly opened Development Office at 4513 Old Shell Road. Two employees were hired into the Development Office, Assistant Director, Angie Gaillard and Assistant to the Director, Daphne Marcum. While funded by the DISL both these positions perform tasks for both the Development Dept and the DISLF.

As is evidenced by the list below the expansion of the department has resulted in a banner inaugural year. I want to thank the Board of Directors, Advisory Committee and all of our supporters for all they have done to promote the DISLF.

### **Projects Funded at the Sea Lab through the DISLF**

#### Capital Needs

Pool Outdoor and Classroom (Ongoing)

Gateway Sign to the Estuarium

#### Vessels and Equipment

22' Catalina Cruiser (New)

31' Bertram

17' Inshore Research Vessel

Handheld Castaway CTD

Spectrophotometer water testing unit

#### Programs

Sea Stars Camp

ROV Comp

Two DHP Internships

DHP Marine Biology Class Scholarships

### **Financial Information:**

DISLF began 2017-2018 with Total Checking of \$ 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 \$ 2,083,603.89.

FY 2017-2018 ended with total Checking of \$502,339.87 September 30, 2018 (This includes the Middleton Home Sale). The Community Foundation of South Alabama had the DISLF Fund at \$1,342,584.75 and the George Crozier Fund at \$273,912.19, for total assets of \$2, 118, 836.76

### Goals:

Goals were established at the beginning of the fiscal year. The goals were based on a five year rolling average of DISLF donors, gifts and dollars.

Total active donors:	Goal: 488	Actual: 676
New donors:	Goal: 80	Actual: 235
Total gifts:	Goal: 834	Actual: 980
Total Giving:	Goal: \$134,167	Actual: \$287,198.70
		Outstanding Pledges \$27,500
		InKind \$94,860

TOTAL GIVING Cash + Outstanding Pledges+ Inkind =\$409,558.70

### 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 2018-2019:

- The Daniel Foundation
- BCBS Caring Foundation
- Bedsole Foundation
- Ben May Foundation
- Regions Bank Foundation

Rotary Club of Mobile

Thompson Engineering Foundation

The Jenny Cook Scholarship Fund

Private Donors

The DISLF Friends of the Sea Lab

Alabama Power

#### Special Events and Outreach:

The DISLF hosted two special events; The MEAL and the Alabama Premier of the film Diving Deep the life and Times of Mike DeGruy. MEAL is an annual event to recognize special people and organizations. Hosting the film premier was an honor and a privilege for the DISLF. Mobile native Mike deGruy had a special relationship with the Sea Lab during his life.

#### **Marine Environmental Awards Luncheon (MEAL) 2018**

The seventh annual Environmental Awards Luncheon was held on Tuesday, November 6, 2018 at the Battlehouse Hotel. The event was a wonderful success.

215 Reservations with 26 Tables

Regions Bank sponsored at the 5000 level the luncheon.

Keynote Speaker: Dr. Steve Murawski Former NOAA Director and renowned Fisheries Scientist

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: Ben Raines

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: Leave Only Footprints

**The Film:** -Diving Deep Mobile native filmmaker and explorer Mike deGruy is remembered in the film Diving Deep: The Life and Times of Mike deGruy. His wife and filmmaking partner, Mimi Armstrong deGruy, wrote , directed and produced this award winning feature length documentary about the irrepressible biologist turned filmmaker.

Approximately 300 people attended the event. Entrance was \$35 for the movie and \$50 to attend the reception and movie. There were 10 special sponsors. The sponsor group was chaired by Matt Mosteller. Proceeds from the film will be used to fund the Mike deGruy Scholarship.

#### Sponsors:

Brad Beard

Burton Clark

Michael Damrich

Buddy Brown

Russ Cunningham

Joy Grodnick

Zeb Hargett

Greer Radcliff

Sam St John

Jay Ison

Foress Rayford

Horace Thurber

Matt Mosteller

Mitch Shackelford

Bud Urquhart

### Fundraising

#### Friends of the Sea Lab:

		2017-2018		2016-2017		2015-2016	2014-2015		2013-2014	
Students	1	\$30	2	\$60	3	\$90	1	\$30	1	\$30
Individual	16	\$800	11	\$550	12	\$600	6	\$300	10	\$500
Family	149	\$14900	115	\$11550	125	\$12,500	109	\$10,800	89	\$8,900
Seahorse	23	\$5750	15	\$3750	16	\$4,000	12	\$3,000	7	\$1,750
Skate	9	\$4500	6	\$3000	6	\$3,000	2	\$1,000	1	\$500
Starfish			1	\$1000	1	\$1,000	0		1	\$1,000
School of fish			2	\$5000	2	\$4,500	1	\$2,500	2	\$5,000
Comps			4		4		5		7	
	198	\$25,980	156	\$24,860	169	25,690	136	\$17,630	124	\$17,680

1000 invitations were mailed in June. Letters are mailed bi-monthly to remind "Friends" that their memberships are about to expire.

#### Christmas Appeal:

The holiday appeal grossed \$9662.10 with expenses of \$767.58 for a net profit of \$8,894.52. 1000 letters were mailed.

	2018-2019	2017-2018	2016-2017	2015-2016	2014-2015	2013-2014
Gross Income	\$9,662.10	\$14,330	\$7668.00	\$6665.00	\$9,165	\$6,400
Expenses	\$722.58	\$688.99	\$ 666.12	\$652.89	627.26	\$653.27
Net income	\$8,939.52	\$13,640	\$7,001.88	\$6,012.11	\$8,537.74	\$5,741.73

Letters	1000	900	900	1000	840	786
Donors	50	40	40	37	53	30

#### Cocktails with the Critters:

This was the sixth year at The Blue Gill. Our attendance was over 450 this year. It was beautiful night.

Sponsors: 244 sponsor letters were mailed. The number of corporate sponsors went up to 50 up from last years 43. The number of individual sponsors was about the same this year at 19. Sponsorships account for 57% of total income.

Ticket Sales-Actual ticket pre-sales was \$6400.00 - \$600 higher than 2018. Ticket sales account for 9% of total income.

Donations: Totaled \$1,025

#### In-kind sponsors

1. WKRG
2. Gwins
3. PMT Publishing
4. Lagniappe

Silent Auction This year's auction generated a gross revenue of \$27,805 from 158 items. The FMV of the items this year totaled \$60,420. Silent auction accounts for 27.4%of total income.

Trustee Sponsorship-Trustee sponsorships totaled \$7200 for a total of 90% of the directors participating. 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.

	Actual 2019	Actual 2018	Actual 2017	Actual 2016
Total Income	\$101,685	\$75,645.00	\$81,211.00	\$94,939.00
Expenses	(\$22,627.00)	(\$20,278.37)	(\$2,2832.76)	(\$22,832.34)

Total Expenses				
Net Income	<u>\$79,057.53</u>	<u>\$55,366.63</u>	<u>\$61,002.24</u>	<u>\$72,106.66</u>

**Trustees**

George Davis, Chair  
Bob Collins, Vice Chair

Scott Browning, Treasurer

Fred Hardman, Secretary

Trustees

Walsh Arendall

Bart Briggs

Cele Cameron

Karlos Finley

John Goodloe

Bill Haffner

Fred Hardman

Scott Heggeman

Dr. John B. Howell, IV

Alvin Hope

Charlie Jackson

Neil Kennedy

Dr. Ben King

Ernest Ladd

Haley Landers

Mark Langan

Jimbo Meador

Eliska Morgan

Dr. Raoul Richardson

Jeff Schock

Marc Whitehead

Wes Williams

Bill Zundel

Honorary Trustees

Dr. George Crozier

Dr. E.O. Wilson

DISL Representatives

Dr. John Valentine

Dr. John Dindo

David England

**Advisory Committee**

Lisa Goodloe, Chair

Melissa Baker

Kinley Bell

Fred Brock

Goldie Burkholder

Dr. Joe Busta

Suzanne Damrich

Mary Ellingwood

Tom Gaillard

Dr. Robert Harlin

Jimmy Hartman

Luella Hunt

Russell Ladd

Austill Lott

Tomi Sue Mayer

Jocko Potts

Julie Sirmon

Chuck Stapleton

Marty Stapleton

Bryan Thames

Amy Thompson

Alan Tolson

Margaret VanLoock

Patrick Wilson

Richard Tremayne

Erin Wheeler

Bud Urquhart

Garrett Williamson

New this year:

Administration:

Development Policies and Procedures Finalized

DISLF Committees were formed and activated

Grants Committee

Finance Committee

Nominating Committee

MEAL Selection Committee

Corporate Committee

A Prioritized Needs List was compiled by the Department Heads and approved by Dr. Valentine

An Honor Roll of Donors was published recognizing donors from years 2010-2017

Prospect Lists was compiled consisting of individuals, Corporations and Foundations

Fundraising Goals have been established

The DISLF held a Board retreat in May at the Sea Lab

An Employee Campaign was successfully undertaken

**Tours have been given for:**

Nick Sellers, AL Power

Beth Thomas, AL Power

Sharon Merle, AL Power

Craig Savage, AUSTAL

Jeff Schock

Joe Busta

Suzanne Damrich

Cele Cameron

Scott Heggeman

Jay Ison

Charlie Jackson

Mark Langan

Angela Dunn

George Davis

Respectively Submitted,

Helene Hassell

Executive Director