

2021-2022

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

Total active donors:	Goal: 618	Actual: 691
New Donors:	Goal: 26	Actual: 209
Total Gifts:	Goal: 996	Actual: 1243
Total Giving:	Goal: \$367,583	Actual: \$661,906.43

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

	2021-2022		2020-2021		2019-2020	
	185	\$27,180	165	\$21,238	180	\$34,436

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.

	2021-2022	2020-2021	2019-2020
Gross Income	\$28,500	\$16,456.80	\$8,463.00
Expenses	\$724.25	\$347.01	\$524.00
Net income	\$27,775.75	\$16,118.79	\$7,949.00
Letters	1,476	1376	1300

Donors	97	91	50
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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: Totaled \$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.

	Actual 2022	Actual 2021	Actual 2020	Actual 2019
Total Income	\$106,763.14	\$106,280	\$68,741	\$101,685
Expenses	(\$21,642.34)	(\$24,857)	(\$4,623.00)	(\$22,627.00)
Total Expenses				
Net Income	\$85,120.80	\$81,423.00	\$64,118.00	\$79,057.53

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

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Trustees

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Respectively Submitted,

Helene Hassell Executive Director