

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, 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 and Advisory Committee for all they have done to promote the DISLF.

Projects Funded at the Sea Lab through funds raised by DISLF

Capital Needs

Pool Outdoor and Classroom (Ongoing)

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

Jenny Cook Marine Biology Class Scholarship

Mike DuGruy Scholarship

Projects Funded Directly by DISLF

Capital Needs

Campus Master Plan

Gateway Sign to the Estuarium

Funds for the Pool and Outdoor Classroom

Scholarships

DHP Marine Biology Class Scholarship (2020)

Three Undergraduate Partial Scholarships (2020)

Financial Information:

DISLF began 2018-2019 with Total Checking of \$502,339.87 (This includes the Middleton Home Sale) and a savings balance of \$150,219.73. The Community Foundation of South Alabama had the DISLF Fund at \$1,342, 584.57 and the George Crozier Fund at \$273,912.19, for total assets of \$2,269,056.36

FY 2019-2020 ended with total Checking of \$80,955.83 and Savings of \$100,413.47. The Community Foundation of South Alabama had the DISLF Fund at \$1,882,419.00 and the George Crozier Fund at \$253,201.39, for total assets of \$2,316,989.69.

Goals:

Fundraising goals were established at the beginning of the fiscal year. These goals were based on a three-year rolling average of DISLF donors, gifts and dollars.

Total active donors:	Goal: 488	Actual: 732
New donors:	Goal: 80	Actual: 342
Total gifts:	Goal: 834	Actual: 1075
Total Giving:	Goal: \$134,167	Actual: \$319,907.87
		Outstanding Pledges \$2,346
		In-kind \$ 94,860

TOTAL GIVING Cash + Outstanding Pledges+ In-kind =\$417,113.87

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 people and organizations who have exhibited exemplary work concerning the Coastal Marine Environment. 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 lifetime.

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 the luncheon at the \$5,000 level.

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	Joy Grodnick	Foress Rayford
Buddy Brown	Zeb Hargett	Mitch Shackelford
Burton Clark	Jay Ison	Sam St John
Russ Cunningham	Matt Mosteller	Horace Thurber
Michael Damrich	Greer Radcliff	Bud Urquhart

Fundraising

Friends of the Sea Lab:

	2018-2019		2017-2018		2016-2017	2015-2016		2014-2015	
202	\$26,177	198	\$25,980	156	\$24,860	169	\$25,690	136	\$17,630

1200 invitations were mailed in June. Letters are mailed monthly to remind "Friends" that their memberships are about to expire.

Christmas Appeal:

The holiday appeal grossed \$9,662.10 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
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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>

Employee Campaign:

A new employee campaign was undertaken this year and was well received. The duration of the campaign was two weeks. The kickoff was an ice cream social and the celebration at the conclusion was Smokin’ Gringos Taco Truck. The campaign was well received by the employees with every department having 100% participation which was the ultimate goal.

Trustees

George Davis, Chair
 Bob Collins, Vice Chair
 Scott Browning, Treasurer
 Fred Hardman, Secretary

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

Trustees

Walsh Arendall
 Bart Briggs
 Cele Cameron
 Karlos Finley
 John Goodloe

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
Richard Tremayne
Bud Urquhart
Margaret VanLoock
Erin Wheeler
Garrett Williamson
Patrick Wilson

New this year:

- 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
Bob Collins
John Baker, Thompson engineering

Respectively Submitted,
Helene Hassell
Executive Director