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## **Dauphin Island Sea Lab Foundation Annual Overview 2011-2012**

### **Financial Information**

The DISLF began FY 2011-2012 with total checking and savings balance of \$65,571.57 and combined Community Foundation balance of \$482,029 including fixed assets of 107.35 for total assets of **547, 708.35**.

Ending FY 2011-2012 total checking and savings had a balance of \$168,140.08 and combined Community Foundation balance of \$468,322.12 for total assets of **\$636,462.20** **an increase in total assets of 20%**.

\$50,000 will be transferred to the endowment. The additions will be made quarterly with 75 % being added to the moderate fund and 25% to the short term.

The tax reporting calendar year has been shifted to reflect the budget calendar year of July-June. This should help simplify the yearly preparation of the form 990.

### **Fundraising**

#### **Grants:**

- *Wells Fargo*-Wells Fargo funded a grant to underwrite an ROV field trip for schools with limited budgets in Mobile County. The Grant amount was \$4900.  
*The field trip will begin in Fall, 2012.*
- *BP*- BP funded a grant request to underwrite the ROV field trips for all the schools in Mobile County (grade 9). Awarded \$20,000.  
*The Field trips will begin in January, 2013.*
- *Moorer Foundation*-Funded a grant request to underwrite the construction of a new classroom to replace the old Endeavor classroom. Awarded \$25,000  
*Construction will begin in the Fall of 2012.*
- *Mobile Rotary Club*-Applied for a grant to replace the ROV kiosk in the Estuarium. Request was denied.
- *Junior League Assistance Fund*- Requested sponsorship for a scholarship to the summer science class at the Sea Lab. Request was denied
- The Women of Dauphin Island donated \$500 to the DISLF for operating costs.

#### **Friends:**

At FY years end in 2010-2011 we had added 73 (94 total new and old) new friends for a total income of \$10,480. At FY end 2011-2012 we have 65 friends for a total of \$13,130. Even though we have fewer friends we have more members giving at an advanced level. Out of the 65 current "friends" 30 are renewals.

A committee has been appointed to oversee the Friends of the Sea Lab. Recommendations have been made to launch a massive mailing targeting those with vacation homes on the

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island. A list has been compiled and this will happen in the Fall of 2012. Committee members are Erin Wheeler, Luella Hunt, Lisa Goodloe, Mary Ellingwood and Angela Payne.

### Friends of the Sea Lab Income

	2010-2011		2011-2012		
Students	1	\$30.00	1	\$30.00	0%
Individual	8	\$400.00	9	\$450.00	8%
Family	53	\$5,300.00	44	\$4,400.00	20%
Seahorse	5	\$1,250.00	3	\$750.00	33%
Skate	2	\$1,000.00	3	\$1,500.00	33%
starfish	0	\$0.00	1	\$1,000.00	100%
School of fish	1	\$2,500.00	2	\$5,000.00	50%
		\$10,480.00		\$13,130.00	

### Christmas Appeal:

The holiday appeal grossed \$6395 with expenses of 653.27 for a net profit of 5741.73. 805 letters were mailed.

	2010-2011	2011-2012
Gross Income	\$6,150.00	\$6,395.00
Expenses	\$462.36	\$653.27
Net income	\$5,687.64	\$5,741.73
Letters mailed	650	805
Donors	32	35
Honorary	4	10
Memorials	6	4
Donations	22	21

### Cocktails with the Critters:

Cocktails with the Critters was held at Tacky Jacks on the Causeway on May 3. This was our 4<sup>th</sup> year at this location and the 2<sup>nd</sup> under the ownership of Tacky Jack's Restaurant.

Our attendance totaled **426** up 57% from 2011.

**Ticket Revenue** -The revenue generated through 69 ticket sales at the gate, brought in \$3,450. The individual ticket sales of 144 and donations brought in \$7307. **Totaling \$10,857 in ticket sales an increase of 20% over last year.**

**Sponsorships** - There were 60 individual sponsors generating \$9,050 + 45% LY. and of 41 corporate sponsors bringing in \$30,250 + 22% LY.

**Totaling \$39,300 in sponsors + 27% LY**

**Silent Auction** –This year’s auction generated a gross revenue of \$19,925 less consignment costs of \$2,421 resulting in net sales of **\$17,504** from 81 items, giving us an increase of \$5,839 up 53% LY.

Cocktails with the Critters, continues to gain momentum not only in its popularity as a fun event to attend but also in the growing interest in the future development of our Sea Lab though the Foundation.

### Committee

Tomi Sue Mayer  
Helene Hassell  
Mary Ellingwood  
Luella Hunt

Angie Gaillard  
Lisa Goodloe  
Helen Kennedy  
Austill Lott

Suzanne Damrich  
Chuck Stapleton  
Vicky Stapleton

### CWC Budget vs Actual

	Budget 2012	Actual	Over/under
<b>Income</b>			
Tickets	\$2,500.00	\$3,450.00	\$950.00
Adv Ticket Sales	\$6,500.00	\$7,307.00	\$807.00
ind sponsors corp	\$6,500.00	\$9,050.00	\$2,550.00
Sponsorship	\$25,000.00	\$30,250.00	\$5,250.00
Trustee Spons	\$4,000.00	\$4,600.00	\$600.00
Silent Auction	\$12,000.00	\$19,925.00	\$7,925.00
Artist		\$955.00	\$955.00
T-Shirts		\$400.00	\$400.00
other			
<b>Total Income</b>	<b>\$56,500.00</b>	<b>\$75,537.00</b>	<b>\$19,037.00</b>
<b>Expenses</b>			
Printing	\$1,300.00	\$1,261.88	\$(38.12)
Postage	\$300.00	\$186.90	\$(113.10)
Advertisement		\$450.00	\$450.00
Band	\$1,800.00	\$1,500.00	\$(300.00)
Food(tx+grat)	\$6,000.00	\$8,706.30	\$2,706.30
Beverage	\$3,500.00	\$3,420.00	\$(80.00)
Decorations	\$200.00		\$(200.00)
Tent rental	\$300.00	\$655.43	\$355.43
Lighting	\$250.00	\$130.00	\$(120.00)
Credit Card Fees	\$200.00		
Reimburse Artist		\$477.50	\$477.50
other			
Silent Auction Consignment		\$2,421.00	\$2,421.00
Silent Auction	\$200.00	\$125.00	\$(75.00)

<b>Total Expenses</b>	<b>\$14,050.00</b>	<b>\$19,334.01</b>	<b>\$5,284.01</b>
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<b>Net Income</b>	<b>\$42,450.00</b>	<b>\$56,202.99</b>	<b>\$13,752.99</b>
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**Administration:**

1. The Post office box at the Dauphin Island Post Office has been closed
2. The trustees were treated to a boat trip in May under the guidance of John Dindo. Followed by a cocktail party at Helene's DI house.
3. John Valentine was promoted to serve as the Executive Director of the Dauphin Island Sea Lab replacing George Crozier upon his final retirement.
4. David England, Director of Administration of the Sea Lab is now serving as an ex-officio member of the Trustees.

**Trustees**

**Tom Gaillard, Chair**  
**Kevin Cross, Vice Chair**  
**Scott Browning,**  
**Treasurer**  
**Mary Epps Ellingwood,**  
**Secretary**  
**Kinley Bell**  
**Rick Courtney**  
**Fred Cushing**

**John Dindo**  
**Russ Ford**  
**David England**  
**John Goodloe**  
**Lisa Goodloe**  
**Bill Haffner**  
**Luella Hunt**  
**Neil Kennedy**  
**Austill Lott**

**Tomi Sue Mayer**  
**Angela Payne**  
**Jocko Potts**  
**Chris Smith**  
**Chuck Stapleton**  
**Bryan Thames**  
**Bud Urquhart**  
**Partick Wilson**

**Advisory Committee**

**Erin Wheeler, Chair**  
**Jimmy Cook**  
**Floyd Fraser**  
**Jim Green**  
**Sjon Harless**

**Robert Harlin**  
**Janet Hayes**  
**Bert Krages**  
**Tara Marshall**  
**Sonny Middleton**

**Mary Porter**  
**Marty Stapleton**  
**Richard Tremayne**  
**Janie Vann**

**Donations:**

Two entities at the Sea Lab requested our financial help this year, The Manatee Research Network held a fundraiser at the Gulf Shores Tacky Jacks. They commemorated a new mural manatee mural at this location. \$250 was given to the Manatee Research Network to help underwrite an event

The Graduate students held their annual symposium and also requested funds to help underwrite the expenses. \$250 was given to the Graduate Student Symposium

**Tours:** John Valentine, John Dindo and Robert Dixon along with Helene hosted tours of the Sea Lab for the following people.

- Leigh Collier, Wells Fargo Regional VP
- Chuck Harmon, Wells Fargo, Bank President
- Chris Tracey-Wells Fargo District Manager, Mobile County

- Alvertha Penny-Executive Director of the Community Foundation of South Alabama
- Bill Barrick, Director Bellingrath Gardens
- Kathryn Carver, ED West Bay and Gulf Coast Tourism Development Council
- Nall, Artist
- BP Regional Regulatory Group
- Suzy Hardy, PNC Community VP
- Jay and Amy Thompson, Potential Board Member
- Grant Harkness-Board Member
- Julie Sirmon-Board Member
- Doug and Sissy Hungerford-Board Member
- Janet Hayes- Advisory Board Member
- Bestor Ward, Chairman of the Board, Bedsole Foundation
- Robert Hope, portfolio manager for the South Alabama Foundation