



At Ocean Discovery Institute, we empower urban, underserved young people to become science and conservation leaders. But when we tell people our mission, a couple of questions usually follow:

How do you do it?

And what does leadership mean?

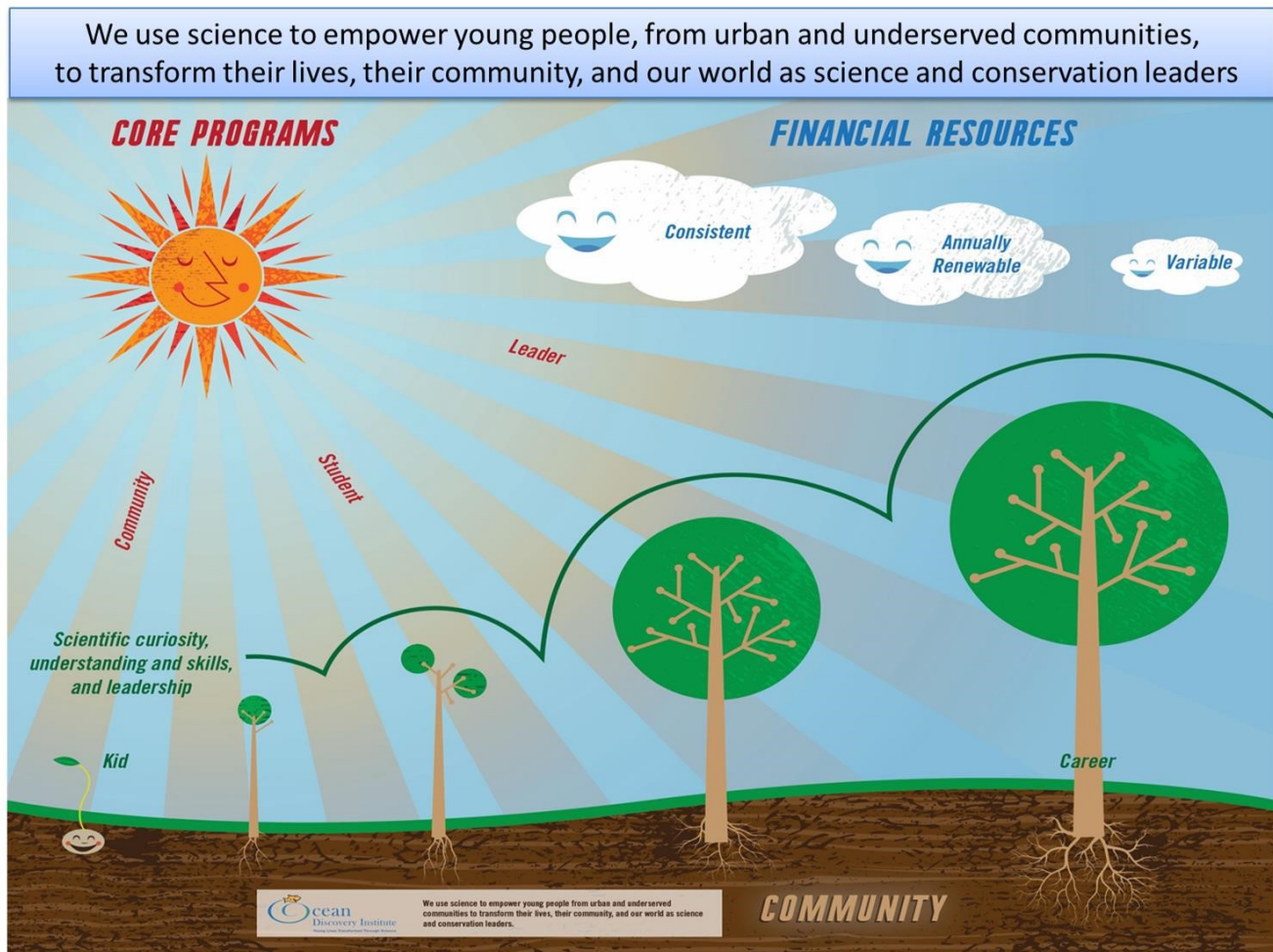
In 2015 we developed a new tool to explain the how –

a business model called our Sustainable Ecosystem (illustrated below).

In this ecosystem, we nurture young people from seed to tree, from curious youngsters to science and conservation leaders.

This ecosystem is best understood by using one of our City Heights families – the Figueroas – as an example. And as we share their story, you'll get a better understanding of what leadership really means.

Continued on next page



OUR STORY



Our ecosystem has three elements that help our seeds grow – soil, sunlight, and rain.

The soil is our community – our families and educational partners who nurture our young people every day. A great example is Hermalinda Figueroa, the inspiring grandmother of three of our Ocean Discovery students – Tony, Abigail and Aurora. She is not only a role model for her grandkids, she’s a pillar of the community as a dedicated volunteer for both Ocean Discovery and local schools. Every day, she displays leadership, wisdom, and a relentless commitment to improving her community. Without family members like Hermalinda, students would not be prepared to seize the opportunities we provide.

The sunshine, providing energy for transformation, is our range of programs, which reach young people at all stages of their development. These programs are strengthened by the involvement of scientists from partner organizations like the National Oceanic & Atmospheric Administration and Scripps Institution of Oceanography. Both Tony and Abigail completed internships, after-school programs, and conducted real research alongside scientists – experiences that set them up for academic success. Aurora, now in 9th grade, is following in their footsteps.

The rain comes from our donors – from generous individuals to foundations, corporations and government agencies who provide the resources for growth. Year after year, we receive generous support from our *Bubble Up!* Gala attendees, Visionary Community, and longtime funders like The Harriet E. Pflieger Foundation, Qualcomm, the Sidney E. Frank Foundation, and the National Oceanic and Atmospheric Administration to name a few.

What does it look like when our “seeds” are cultivated in this nurturing environment? Well, Tony has grown into a full-fledged “tree,” having graduated from UCLA with a double major in Geography and Environmental Studies. He now works for FlyWire Cameras. Abigail is continuing her growth, working towards her degree at Palomar College. And Aurora has some successful role models to look up to as her aspirations take root.

That’s leadership. That’s the impact Ocean Discovery makes.



OUR REACH

3,841 Number of students participating in hands on science in the classroom.

930 Number of students participating in science and conservation in their neighborhood

109 Number of students progressing on their path to college and career in our after-school programs

OUR IMPACT

Students perform better in science

40% Percentage increase in science knowledge among students receiving our in-class programs

3.2 The average science GPA of our high school participants, rising from an average of 2.2

Students graduate and pursue careers in science and conservation

8% Percentage of 24 year olds from low income backgrounds nationwide that have attained a bachelors degree

80% Percentage of our after-school students who earn degrees within 5 years

60% Percentage of our after-school students who graduate with degrees in science and conservation



GRADUATES

These Ocean Discovery students earned college degrees in 2015:

Master's Degree

Anai Novoa, USD, Marine Science

Bachelor's Degree

Adrian Alvarez Lara, Point Loma Nazarene,
Psychology

Ulisses Barraza, UCLA, Chemical
Engineering

Christian Castro, SDSU, Psychology

Antonio Figueroa, UCLA, Geography and
Environmental Studies

Isabel Herrera, UC Santa Cruz, Sociology

Daisy Mercado, USD, Environmental Studies

Yajaira Nunez, USD, Ethnic Studies

Jared Ocampo, SDSU, Chicano Studies and
English

Ahiram Rodriguez, UCSD, BioTech

Amanuel Weldemariam, UCSD,
Nano-engineering



CAREERS

These Ocean Discovery students secured employment in science and conservation in 2015:

Khan Chi Dam, fisheries observer, National
Oceanic & Atmospheric Administration

Antonio Figueroa, sales manager, Flywire Cameras

Isabel Herrera, AmeriCorps Fellow, Ocean
Discovery Institute

Anai Novoa, junior scientist/field technician, WHOI/
NASA research cruise

Carla Pisbe, manager of business development,
Ocean Discovery Institute

Ahiram Rodriguez, data analyst, Adidas



Living Lab Set to Take Shape

Ocean Discovery Institute currently serves 6,000 young people in City Heights every year. We will soon reach the 14,000 additional young people who are eagerly awaiting these opportunities. This growth will be made possible with the help of our partners at the San Diego Unified School District through the creation of our Living Lab, a 12,000 square foot, LEED-platinum science education facility slated to open in 2017.



2015 Milestones Reached

- Completion of the \$15 million capital campaign needed for construction
- Approval of construction documents
- Finalization of permits with the Division of the State Architect and the City of San Diego
- Awarding of the contract to Soltek Pacific Construction

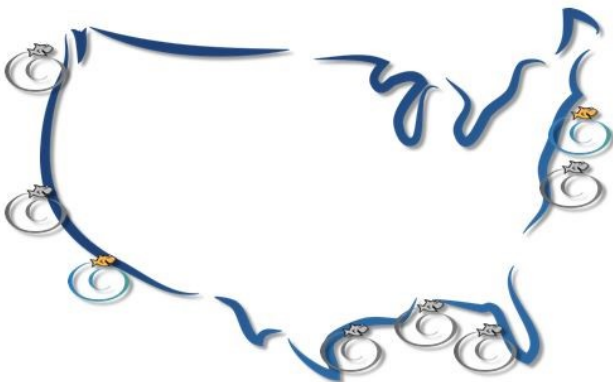
2016-2017 Projected Milestones

- **February, 2016:** Demolition of current structures on site
- **February, 2016:** Construction begins
- **2017:** Living Lab opens to the public

Expansion to the East Coast

With the support of a grant from the National Oceanic and Atmospheric Administration (NOAA), Ocean Discovery Institute began in 2013 to explore the possibility of replication of our educational model to high-poverty,

ethnically-diverse communities elsewhere in the United States. After considering several sites, Ocean Discovery identified Norfolk, Virginia as its location for replication. This progress was made in 2015:



- Entering into a Memorandum of Understanding with NOAA to fully leverage the agency's assets and capabilities
- Welcoming our partners to San Diego for the first time. NOAA, Norfolk Redevelopment Housing Authority, and the Norfolk Department of Parks and Recreation visited to become immersed in our business model

VOLUNTEER IMPACT

Ocean Discovery could not impact young lives without the dedication of community members donating time and expertise. Volunteers made the following impact in 2015:

815

volunteers engaged

7,228

volunteer hours served

\$166,738

approximate value



VOLUNTEER HIGHLIGHTS

10

Ten volunteers made up our inaugural class of mentors in our College Access Mentorship Program (CAMP). Each mentor volunteered more than 75 hours working side-by-side with aspiring first-generation college students, guiding them through the college application process, helping them apply for scholarships, and advising them on their decisions. The 12 mentees applied to 50 colleges and for more than 50 scholarships -- and all 12 were accepted to college.

35

Thirty five science, technology, engineering and mathematics (STEM) professionals spoke to 1,700 elementary, and middle school students, discussing their career paths and sharing their passion for science.

10

Ten dedicated volunteers went above and beyond, dedicating five days to travel to our remote field station in Bahía de Los Angeles, Mexico to prepare our summer research program.

2

Two of our standout volunteers, Jody Carey and Dennis Wood, were honored by the San Diego Chapter of the Association of Fundraising Professionals for their service to Ocean Discovery with the Outstanding Organizational Volunteers award.

HOW YOU CAN HELP IN 2016

1.

Join the Visionary Community

Become a member of our Visionary Community by signing up for monthly automatic payments starting at just \$10 a month. As a member, you will be part of a collective impact that provides the consistent funding our programs need to grow and thrive. Members receive special recognition and insider communications.



2.

Volunteer

We count on our dedicated volunteers to make our programs the best they can be. You can assist in the classroom, create educational materials for our students, or help out with other projects at our main office.



3.

Donate today

Make an immediate impact on the lives of underserved young people by making a one-time donation to Ocean Discovery Institute. You can support whatever area you're most passionate about – environmental stewardship, science discovery, or student achievement.



4.

Visit the Living Lab site

Join us every Wednesday at 9am for a tour of the Living Lab site under construction. If you can't make it then, schedule another time to see this vision becoming a reality.



For more information about any of these opportunities, contact
MacKenzie Sandy at msandy@oceandi.org or 858-488-3849.

Ocean Discovery's community of investors includes individuals, foundations, corporations, and government entities. Each one empowers us to operate day to day and make a positive impact on thousands of young lives. Thank you for your support!



**Impact Circle \$250,000 +
(Cumulative Giving)**

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Deborah Rego
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Elaine Frassanito
Elizabeth and Joe O'Loughlin
Ellen Correia
Ellen Peters
Elvia Meza and Jordan Snodgrass
Emily and Darren Day

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 Robert Lawson
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| | |
|-----------------------------------|-------------------------------------|
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| San Diego Repertory Theater | Tencer Sherman, LLP |
| Company | Teresa and Bill Garcia |
| San Diego Zoo Global | Teresa and Pat Menke |
| Sandra Talbird | Teresa Vautier |
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| Ted Anasis | |

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Roy Wilson

Visionary Community

140

Monthly donors

\$38,314

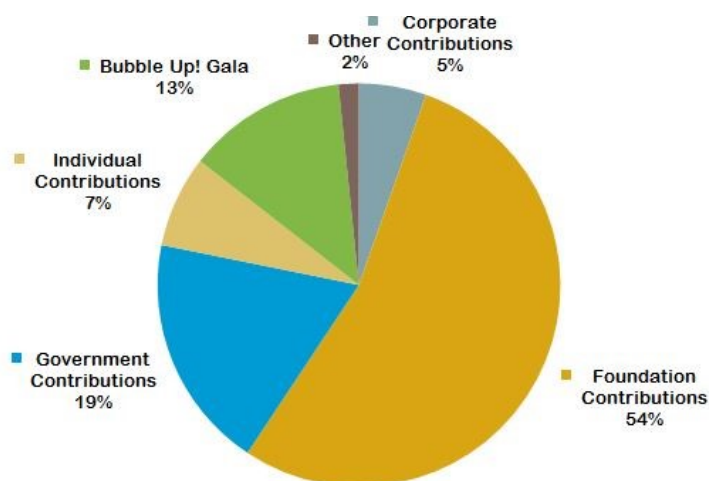
Funds raised

Joe Austin
Julie Lucas
Katheryn and Randy Stambaugh
Kathy and Doug Dunmire
Kelly and David Barkan
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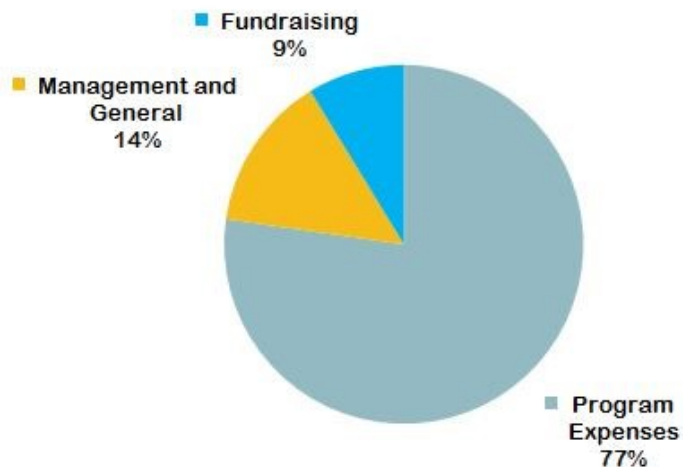
Rudy Vargas
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| | FY 2015 |
|---|--------------------|
| Revenues, gains, and other support | |
| Corporate Contributions | \$161,453 |
| Foundation Contributions | \$1,609,330 |
| Government Contributions | \$562,221 |
| Individual Contributions | \$219,501 |
| Bubble Up! Gala | \$382,909 |
| Other | \$48,740 |
| Total Revenues, gains, and other support | \$2,984,155 |
| Expenses | |
| Program Expenses | \$1,260,201 |
| Management and General | \$228,947 |
| Fundraising | \$142,257 |
| Total Expenses | \$1,631,405 |
| Change in Net Assets | \$1,352,750 |
| Net Assets at beginning of year | \$2,139,447 |
| Net Assets at end of year | <u>\$3,492,197</u> |

Revenue Categories



Expense Categories



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Contact Ocean Discovery Institute

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