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

We use science to empower young people, from urban and underserved communities, to transform their lives, their community, and our world as science and conservation leaders.
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. Pfleger 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
Local and National Leadership

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

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.

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.

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

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.
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)**
- Bank of America Charitable Foundation
- The Boeing Company
- California Coastal Conservancy
- California Department of Parks and Recreation
- City of San Diego
- David C. Copley Foundation
- Harriet E. Pfleger Foundation
- J.W. Sefton Foundation
- National Oceanic & Atmospheric Administration, Office of Education
- National Science Foundation
- National Oceanic & Atmospheric Administration, Pacific Islands Fisheries Science Center
- Reuben H. Fleet Foundation Fund at The San Diego Foundation
- National Oceanic & Atmospheric Administration, Western Regional Office
- QUALCOMM, Inc.
- REI
- Rokenbok Educational Fund at The San Diego Foundation
- San Diego Gas and Electric
- Scott Grimes
- Sierra Club Foundation
- Southern California Wetlands Recovery Project
- Susan Flieder and Paul Eichen
- Unified Port of San Diego
- Yvette Diuri

**Innovation Circle  $100,000 + (Cumulative Giving)**
- Anonymous (3)
- aTyr Pharma
- County of San Diego
- Floyd Pickrell
- Hervey Family Fund at The San Diego Foundation
- Joan Eichen
- Linda and Joel Fisler
- Lynn Gorguze and
- US Congressman Scott Peters
- National Oceanic & Atmospheric Administration, Pacific Islands Regional Office
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SUPPORTERS

Emily Young and Serge Dedina
Emma Schnurr
Enzo Greco
Erin Luna
Eva and Bill Yancey
Faye and Hank Melinich
Felicia Shaw
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Gail and Carlton Gasior
Gary Jethani
Gayle Gilman and Jeff Swimmer
Gillian Hamilton
Glen Wellbrock
Grace Bick
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Holly and Matt Whitehead
Hope Mirendil
Hornblower Cruises & Events
Irene Kelly
Jacob Isaac Lowry
James Eckman
James Penisse
James Purpura
Janet Wilson and Nigel Hook
Janie DeCelless

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Lourdes Contreras
Luan Aubin
Lucas Shellhammer
Lydia Pellicer
Lynn and Ken Weixel
Lynn Shauger
MacKenzie and Joe Sandy
Macy Maid
Margaret Leinen
Maria Barrera
Maria C. and Pio X. Rodriguez
Maria Cortinez
Supporters

Maria Lagace
Marilyn and Charlie Dashe
Mark Christian
Mark Sanderson Cimino
Mary Patterson
Mary Wong
MaryAnne and Ted Pintar
Matthew Sieve
Maura and Frank Pavlot
Megan and Peter Cooper
Melissa and Benjamin Foster
Melissa Katigbak
Melissa Nichols
Michael Dodt
Michelle Nadeau and
Jacquie Schwoerke
Michelle Thorton
Mireille Garcia
Mobile Mini
Nancy and Steven Kemnitz
Natalie and Matt Kansteiner
Neva and Glen Parker
Nicole La Grange and
Robert Lawson
Nicole Yen
Nolan Bellisario
Optimist Club of Carlsbad
Pati Gutierrez
Patricia and Joe Ayers
Patti Knight
Paul McClellan
Paula and Kai Medeiros
Pete Shannon
PRP Wine
Rachel and Christopher Lawson
Rachel Clark
Rachel Kincaid
Rachel Whelan
Rebecca Hyde Edwards
Ricardo Moran
Richard Armstrong
Richard Lauzier
Rick Sayen
Rob Venable
Rob Wellington Quigley, FAIA
Robert Hinzman
Robert Jackson
Robert Lauzier
Rochelle Mothokakobo
Rosa Woodward
Ross Anderson
Roy Wilson
Rudy Vargas
Ryan Goerl
Sally Holloway
Samantha Thompson
San Diego Natural History Museum
San Diego Repertory Theater Company
San Diego Zoo Global
Sandra Talbird
Sanilinn Meza
Sara and John Blake
Sarah Schoedinger
Scott Anders
Shaan Akhtar
Shannon Biszantz
Shannon Bottenberg
Sheila Hennika
Sherrylin Doig
Simon Dinkin
Sky Sailing Inc
Sonya Vargas
Sophia Greco
Stephanie and Dominic Lassalle
Stephanie and Lee Barken
Stephanie Canzano
Stephanie Nehasil and Joel Barkan
Stephen Jenner
Sue and Mark Denny
Sue Thompson
Susan Conrad
Tanner Barnes
Ted Anasis
Teen Volunteers In Action
Tencer Sherman, LLP
Teresa and Bill Garcia
Teresa and Pat Menke
Teresa Vautier
The Fish Market
The French Gourmet
The Heard Museum
The Penates Foundation
Theresa Fenner and
Trace Funderburk
Tina Caldwell and Melissa Mason
Tina Mertel and Dan McClellan
Todd Gloria
Tony Carbone
Tory and Rick Gulley
Tracy and Jeff Jensen
US Bank
Valencia Smith
Valerie Michelotti and Paul Wozniak
Vincy Dunmire
Wendy Piniak
Wendy Tucker
Will Anderson
Yaminah Meza
Yan Wei Lim
Yonat Swimmer and Paul Glenney
Supporters

Visionary Community
(Monthly Automated Giving)
Aaron Bercovitch
Adrienne and Tom Klopak
Adrienne Beeson and
Noel Bray-Hoagland
Aileen and Benson Lam
Alberto Medina and
Guillermo Ladron
Amalia Di Lucca
Amy and Erik Carstensen
Amy Wallen and Eber Lambert
Andra Donovan
Andrew Zingale
Anne Correia
April Lacerenza
Arlene and Keith Fink
Barbara and Rick Cohen
Barbara Tennent and
Steven Barkan
Barbra Calantas and
Walter Hernandez
Barry Snyder
Benita Allen
Bernard Puckett
Bink Cook
Brian Duncan
Brooke Pinnix
Carla Pisse
Carla Scheidlinger
Carol and Tom Goodwin
Carol Kemnitz and Brad Bebeau
Carolyn Meyer
Carolyn Muhlstein and Will Turner
Catherine Crisp
Cathy and Frank Terzoli
Christina Fahy
Christine Whittcraft
Christopher Smith
Cliff Schneider
Cody Hooven
Coleen Whitelaw
Collin Carlier
Curt Wittenberg
Dan Kansteiner
David Sandstrom
Dawn and Dan Cosio
Diane Malmstrom
Diane Stricklin
Dina and John Johns
Douglas Levin
Elvia Meza and Jordan Snodgrass
Felicia Shaw
Gail and Carlton Gasior
Genette and Michael McGowan
Glen Wellbrock
Greg Murphy
Heidi and Stuart Krantz
Helen Macalister
Holly and Matt Whitehead
Ileana Ovalle Engel and John Engel
Irene Kelly
Jackie Crosbie and Jennifer Sport
Jacque Gering
James Pennise
Janet Wilson and Nigel Hook
Jasmin McLeod
Jason Anderson
Jeffrey Williams
Jennifer and Eric Cathcart
Jennifer and Robert MacAller
Jennifer Ott and Dick Rol
Jim Archer Penisse
Joanie Snodgrass
Jody Carey and Dennis Wood
Mary Patterson
Matthew Sieve
Maura and Frank Pavlot
Megan and Peter Cooper
Melissa Nichols
Michael Lucas
Natalie and Matt Kansteiner
Nicole La Grange and
Robert Lawson
Patti Knight
Pete Shannon
Phillip Barker and Garry Williams
Rachel and Christopher Lawson
Ricardo Moran
Rick Sayen
Rob Venable
Robert Hinzman
Rochelle Mothokakobo
Rory Centanni and Steve Rojas
Roy Wilson

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Visionary Community

140
Monthly donors
$38,314
Funds raised

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Joe Austin
Julie Lucas
Katheryn and Randy Stambaugh
Kathy and Doug Dunmire
Kelly and David Barkan
Kim and Peter Tomsovic
Kim Cupini
Kristen Goodwin
Kurt Gering and Nick Wagman
Kurt Schaefer
LaTresa and Scott Pearson
Laura and Terry Kemnitz
Libby and Chic Dohoney
Libby Dohoney
Linda and Joel Fisher
Lindsay Goodwin
Lourdes Contreras
MacKenzie and Joe Sandy
Macy Maid
Margaret Arnone
Maria Cortinez
Maria Lagace
Marie Jose Kaasenbrood
Marilyn and Charles Dashe
Mary Patterson
Matthew Sieve
Maura and Frank Pavlot
Megan and Peter Cooper
Melissa Nichols
Michael Lucas
Natalie and Matt Kansteiner
Nicole La Grange and
Robert Lawson
Patti Knight
Pete Shannon
Phillip Barker and Garry Williams
Rachel and Christopher Lawson
Ricardo Moran
Rick Sayen
Rob Venable
Robert Hinzman
Rochelle Mothokakobo
Rory Centanni and Steve Rojas
Roy Wilson

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Rudy Vargas
Sandra Talbird
Sanilinn Meza
Scott Grimes
Sean Caddell and Guenter Seidel
Shaun Akhtar
Shara Fisler
Sharon and Ben Masek
Shelly and Ted Griswold
Stephanie Nehasil and Joel Barkan
Teresa Vautier
Theresa and Drew Talley
Theresa Fenner and
Trace Funderburk
Tina Caldwell and Melissa Mason
Todd Gloria
Tram Nguyen
Travis Kemnitz
Vincy Dunmire
Wendy Piniak
Whitney Fisler
Will Anderson
Yaminah Meza
Yan Wei Lim
Yonat Swimmer and Paul Glenney
**FINANCIALS**

<table>
<thead>
<tr>
<th>Revenue Categories</th>
<th>FY 2015</th>
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<tbody>
<tr>
<td>Corporate Contributions</td>
<td>$161,453</td>
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<tr>
<td>Foundation Contributions</td>
<td>$1,609,330</td>
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<tr>
<td>Government Contributions</td>
<td>$562,221</td>
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<tr>
<td>Individual Contributions</td>
<td>$219,501</td>
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<tr>
<td>Bubble Up! Gala</td>
<td>$382,909</td>
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<tr>
<td>Other</td>
<td>$48,740</td>
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<tr>
<td><strong>Total Revenues, gains, and other support</strong></td>
<td><strong>$2,984,155</strong></td>
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<table>
<thead>
<tr>
<th>Expenses</th>
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<tr>
<td>Program Expenses</td>
<td>$1,260,201</td>
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<tr>
<td>Management and General</td>
<td>$228,947</td>
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<tr>
<td>Fundraising</td>
<td>$142,257</td>
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<tr>
<td><strong>Total Expenses</strong></td>
<td><strong>$1,631,405</strong></td>
</tr>
</tbody>
</table>

| Change in Net Assets | $1,352,750 |
| Net Assets at beginning of year | $2,139,447 |
| Net Assets at end of year | $3,492,197 |

**Revenue Categories**

- **Government Contributions**: 19%
- **Foundation Contributions**: 54%
- **Individual Contributions**: 7%
- **Corporate Contributions**: 2%
- **Other Contributions**: 5%
- **Bubble Up! Gala**: 13%

**Expense Categories**

- **Program Expenses**: 77%
- **Fundraising**: 9%
- **Management and General**: 14%
LEADERSHIP

BOARD OF DIRECTORS
Kurt Gering, Chair
Genette McGowan, Vice Chair
Chic Dohoney, Treasurer
Sean Caddell
Tres Conrique
Vincy Dunmire
Ileana Ovalle Engel, Cabinet Member
Scott Grimes
Ted Griswold, Cabinet Member
John Johns
Benson Lam
Michael Lucas
Scott Pearson
Clifford Schneider

SENIOR STAFF
Shara Fisler, Executive Director
Lindsay Goodwin, Associate Director
Elvia Meza, Director of Finance and Administration
MacKenzie Sandy, Director of Philanthropy

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