

ANNUAL REPORT

2016



**OCEAN
DISCOVERY
INSTITUTE**
young lives transformed through science



OUR MISSION

Founded in 1999, Ocean Discovery Institute is a San Diego-based organization that uses ocean science to empower young people from underserved urban communities to transform their lives, community, and world as science and conservation leaders.



THE CHALLENGE

American students are ill-prepared to compete in science, technology, engineering and mathematics (STEM) fields globally. This national crisis in science education is particularly acute in urban and underserved communities.

THE SOLUTION

Our hands-on classroom and out-of-school programs use the ocean to spark curiosity in STEM fields.

Our students gain skills and experience working alongside scientists doing hands-on research.

We provide continuous tuition-free opportunities that steward underserved young people from kid to career.

Transformative change requires intense attention. To maximize our impact, we focus our efforts on one community and the young people that feed into a single high school; what we call a “school-shed”. Our school-shed is City Heights in Central San Diego, one of the highest density, highest poverty communities in California.

BY THE NUMBERS

In California, a state that ranks second to last in science test scores:

- Students in our in-school programs increase their science knowledge by 30%.
- Students in our high school programs increase their GPA, on average, from 2.2 to 3.2.

Against a national backdrop in which only 1 in 10 low-income, first-generation college students earn a degree:

- 8 in 10 of the students in our after-school programs earn a college degree within five years.
- Alumni become professionals in the fields of biotech, engineering, environmental consulting, fisheries, marine biology, education, and public policy.

In a community plagued by environmental degradation:

- 15,000 individuals have been mobilized to act for the benefit of the environment.
- Degraded urban canyons have been transformed into healthy natural environments.



IMPACT

We start by empowering the individual, sparking curiosity, and providing the skills and experience necessary for long-term success. We engage with their families and the broader community to create a strong support network. We help build the confidence students need to spread their wings and ensure their successes extend far beyond City Heights.



Transforming lives, communities, and the world.



Anai's Story

An example of this success is the story of Ocean Leader Anai.

Raised by a single mother who worked as a seamstress to support her family, Anai first joined Ocean Discovery Institute as a young student with a lot of potential, but limited opportunity and direction.

By participating in our Ocean Leaders programming and sparking her passion for marine research, Anai persevered in school, overcame her learning disabilities, and was the first in her family to go to college.

She went on to graduate from the University of California, Santa Barbara with a B.S. in Biology, and earned an M.S. in Marine Sciences from University of San Diego. This year, Anai began her PhD program at Scripps Institution of Oceanography in Ocean Biosciences.

Anai's success has created a ripple effect as she continues to mentor younger students who then break down their own barriers, defy the odds, and continue to achieve as young leaders in the sciences.

OUR PROGRAMS

By receiving high quality science education and a network of support, young people in poverty develop a passion for science, stay in school, go to college, and gain entry to high paying fields where they make a difference.

Community Initiative

Our Community Initiative serves all young people in the school-shed as well as their families and their neighbors. It engages participants in science and conservation-oriented exploration in a place-based context. Our school-shed-wide educational events generate curiosity and excitement while fostering hands-on learning in our students.

Student Initiative

Our elementary and middle school program provides classroom and field-based education to build scientific literacy.

Using educators with a formal STEM background, our Student Initiative programming brings hands-on science education to every student in the school-shed in their school setting and takes every student outdoors for study and for stewardship.

Leaders Initiative

Our after-school program prepares students from middle school through career to become the next generation of scientific leaders.

Our Leaders Initiative is our most intensive tier, and offers two programmatic tracks: our science research track and our career development track. Our science-research track offers comprehensive science programming and college and career supports for students in our school-shed. These students – our Ocean Leaders – begin intensive science programming in either middle school or high school and continue through college. Our career development track provides fellowships for our students interested in gaining work experience – paired with select college and careers supports.

Believe. Achieve. Lead.



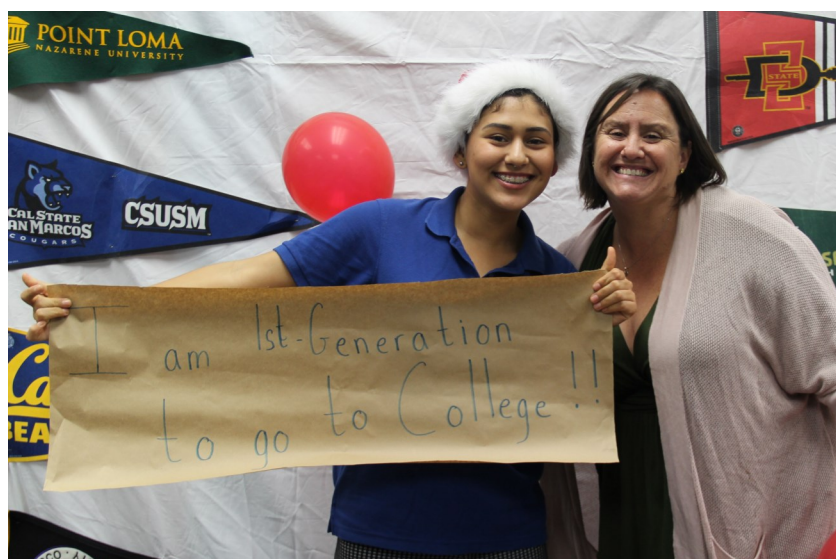


OUR VOLUNTEERS

Our volunteers stepped up in a big way this past year. They served in a multitude of forms to provide hands-on, experiential science activities, share career pathways, mentor students toward college and careers, lend a hand around the office, and restore native habitat.

2016 Stats

- 366 active volunteers.
- 6,089 hours serving others.
- 1,700 students introduced to STEM professionals.
- 100% of students in our College Access Mentor Program were accepted into college.



Volunteer Profile

Lindsay Teunis

Being a high school senior is stressful. Especially when you may be the first person in your family trying to go to college. Lindsay, one of our long time STEM volunteers, understood this. She made a yearlong commitment to act as a mentor through our College Access Mentor Program.

Her role was to support one of our Ocean Leader high school students in her transition to life after high school. Lindsay, like our other seven mentors, plays a critical role in our students' postsecondary decision-making. They offer sage advice and address critical challenges - exactly what our students need as they navigate their college applications, financial aid, scholarships, and selection process.

Lindsay's mentee, Sam, recently was accepted into the University of California Santa Cruz and will begin classes in the fall. Sam is also a finalist for the highly prestigious Stephen Effron Scholarship, which would provide funding for all four years for college.

Volunteers make a difference

Providing these quality experiences to our community is only possible with the help of people like Lindsay. Volunteers will play an even bigger role moving forward as we continue to expand our reach into the community. Help make a difference by becoming a volunteer today and see the impact of service.

Find out how at OceanDiscoveryInstitute.org/volunteer

OUR INVESTORS

We love our supporters. They ensure we provide programs 100% tuition-free and exclusively in high poverty communities. Because of this generous support, our students are able to transform their lives, their communities, and our world through science.



2016 Stats

Bubble Up! Gala

Nearly 300 guests attended our annual fundraiser. They helped raise more than \$420,000. Thank you to those supporters for making this our most successful Gala ever.

Visionary Community

More than 140 people give monthly as part of our Visionary Community. Last year, your average contribution increased by 27%. These contributions make a difference, supporting the equivalent of three AmeriCorps fellows - our in-classroom teachers - for an entire school year.

New Supporters

This past year we welcomed 169 new investors. This included two government agencies, two foundations, 17 corporate partners, and 148 individual givers.

Donor Profile

Sonya Vargas

For a recent college graduate just getting started in the working world, money can be an area of anxiety. Every dollar is precious. You don't just give money away unless you know it's going to make a difference.

Last November, Sonya became a member of the Visionary Community, committing to make monthly automatic donations that ensure Ocean Discovery Institute's programs are provided 100% tuition free. Even more impactful is the fact that Sonya was once a student receiving this invaluable programming from Ocean Discovery. Now she is giving back to the next generation of Ocean Leaders.

Sonya works as a Restoration Biologist at RECON Environmental in San Diego. She credits much of her success to her high school years spent with Ocean Discovery Institute. During her years in the program, she learned about science and conservation, while also developing valuable life skills. The support didn't end when she graduated. Sonya, like all our students, remains a member of the Ocean Discovery family. She continued to receive academic and career support that allowed her to earn a degree and pursue her dream of becoming a scientist.

Every contribution makes a difference

Every contribution gives promising students like Sonya the boost they need to realize their potential. Our goal is to grow our Visionary Community by 100 new members in 2017. Consider joining Sonya as a regular supporter of kids in need.

Find out how at OceanDiscoveryInstitute.org/donate

OUR INVESTORS

Impact (\$250,000+)

California Coastal Conservancy
The California Endowment
National Oceanic & Atmospheric Administration

Innovation (\$100,000+)

Sidney E. Frank Foundation

Discovery Circle (\$25,000+)

The Boeing Company
Office of County Supervisor Greg Cox
Cox Communications
Vincy Dunmire
Debra Furlow and David Bialis
Shelly and Ted Griswold
Hervey Family Fund at The San Diego Foundation
Hologic
J.W. Sefton Foundation
Elizabeth Keadle Fund at The San Diego Foundation
Gwendolyn Meyer
Orca Fund at The San Diego Foundation
Harriet E. Pfleger Foundation
Procopio, Cory, Hargreaves & Savitch LLP
Office of County Supervisor Ron Roberts
San Diego Gas & Electric
Jennifer and Tony Sweeney
Walter J. & Betty C. Zable Foundation

Empowerment Circle (\$10,000+)

Thomas C. Ackerman Foundation
Peggy Arnone
Drew Auker and Arlon Staggs
Bank of America Charitable Foundation
Reuben H. Fleet Foundation Fund at The San Diego Foundation
Carrera Joffe Foundation
Gary and Deni David
Ivan Dunmire
Linda and Joel Fisler
Dina and John Johns
Marie Jose Kaasenbrood
McCarthy Family Foundation
Stephen McIntee and Bob Meinzer
Price Philanthropies

QUALCOMM

ResMed Foundation
The Rice Family Foundation
Turtle Island Resort Limited
University of San Diego

Opportunity Circle (\$5,000+)

Sean Caddell and Guenter Seidel
Ileana Ovalle Engel and John Engel
Fieldstone Foundation
Genentech, Inc.
Beverly Gepfer and Kirk Martens
Kurt Gering and Nick Wagman
Google Benevity Community Impact Fund
Scott Grimes
HD Supply Charitable Fund
International Seafood Sustainability Foundation
JiJi Foundation
Joan and Irwin Jacobs
Koa Restaurant Group
KP Environmental
Michael Lucas
Sharon and Ben Masek
Charlotte and Jim Mashburn
National Science Foundation (NSF)
Nordson Corporation Foundation
NRG Energy, Inc.
Cynthia and Adam Pacal
PADI Foundation
Peregrine Partners, Inc.
Rancho La Puerta, LLC
RECON Environmental
The Schalon Foundation
Stanley/Stearns Fund at The San Diego Foundation
Deborah Stout
TRUiST Comprehensive Distribution
Amy Wallen and Eber Lambert
Anthea and John Wang
WD 40 Company
Kim and Gerald Yacobucci

Dream Circle (\$1,000+)

Anonymous
Anonymous
Baja Expeditions, Inc.
Benjamin and Vanessa Ballentine
Steven Barkan and Barbara Tennent
Joye Blount and Jessie Knight Jr.
Thella Bowens
Bumble Bee Foods, LLC
Sean Caddell and Guenter Seidel
Alex Calero and Brendan Reed
Liz Carnes
Rory Centanni and Steve Rojas
The Children's Initiative
Kevin Cottrell and Marc Grock
Jackie Crosbie and Jen Spori
Cubic Corporation
Marilyn and Charlie Dashe
Del Mar Thoroughbred Club
Deni and Gary David
Chic and Libby Dohoney
Christine Dullaghan
Kathy and Doug Dunmire
Shara Fisler and Brian Duncan
Jacquie and Steve Gering
Carol and Tom Goodwin
Haley & Aldrich, Inc.
Emily and Stewart Halpern
Ann Merritt Hatfield
Susan and Douglas Hines
Craig Hooker and Carlos Nelson
Hughes Marino, Inc.
Intesa Communications Group
Gary Jethani
Elizabeth Keadle
Lorri and Mike Kehoe
Kiwanis Club La Jolla
Adrienne and Tom Klopach
Elizabeth Ball and Jim Kralovec
Aileen and Benson Lam
James Lauer
Angela Leiba and Will Clark
Wendy Leicht and Peter Yared
Dr. Nasrin Mani & Dr. Darush L. Mohyi
Kristin and Richard Markell
Leonel Mata and Otilia McLarry
Tina Mertel and Daniel McClellan
Laura and David Melbourne

Metropolitan Water District of Southern California
Hope and Chris Mirendil
MIT Club of San Diego
Monterey Ridge Educational Foundation
Michele Moon
Mary Morrison
Perla and Jeff Myers
NAKOA Fitness & Physical Therapy
New Belgium Brewing Company
Noelle Norton and Erwin Willis
On Call Staffing Solutions, Inc.
Cynthia and James Park
Patagonia
LaTresa and Scott Pearson
Jane Petersen
Bernard Puckett
Tia Quinn
Justin Ratner
Michelle and Kevin Reilly
Rotary Club of San Diego Foundation
San Dieguito Equine Group
Erika and Michael Swimmer
Gloria and Tom Taylor
Carolyn Muhlstein and Will Turner
Union Bank Foundation
Verizon Foundation
Wheatley Family Foundation Fund at
The San Diego Foundation
Jody and Dennis Wood
Karin Zeh and Miquel Garcia Guzman
Nina Zingale and Jerry Meyer

Inspiration Circle (Up to \$1,000)

Shaan Akhtar
Adriana Alba
Benita Allen
Bridget Altman
Amazon Smile Foundation
Amec Foster Wheeler
Madelin Andersen
Natalie Arenz
Nicole Arenz
Luan Aubin
Joe Austin
Holly Ayala
Kacy Bacon
Wayne Bardwell and Steven Gennaro
Kelly and David Barkan

Philip Barker and Garry Williams
Carolina Barraza
Kellyn Bartlett and Marc Myers
Allen Baytop
Adrienne Beeson and Noel Bray Hoagland
Shannon Biszantz
Osvaldo Blackaller
Forest Borie
Michel Boudrias
Katherine and Robert Breshears
Brewery Gulch Inn
Melody and Eric Brown
Sherry and Brett Butler
Cal Pacific Orchid Farm
Barbra Calantas and Walter Hernandez
Tina Caldwell and Melissa Mason
Alex Calero and Brendan Reed
Cali Paddler
California Academy of Sciences
California Ballet Company
Carla and Juan Camacho
Joan Cardellino
Collin Carlier
Courtney Carr
Amy and Erik Carstensen
Jennifer and Eric Cathcart
Isabel Cazares
Rory Centanni and Steve Rojas
The Century Club of San Diego
Jeff Chan & Warren Ruis
Robert Chanock
Holly Chrzanowski and Adam Winter
Jessica Chung
Geneva Clark
Claire and Joshua Clough
Monica and Charley Cochrane
Competitor Group, Inc.
Lourdes Contreras
Bink Cook
Kenneth Cooke
Kyle Cooker
Megan and Peter Cooper
Anne Correia
Ellen Correia
Jane Correia and Ravi Iyer
Dawn and Dan Cosio
Anne Craig
Catherine Crisp

Berry Crow and Jim Smith
Beatrice and Andrew Cubitt
Kim Cupini
Kerri Cuppage & Paul Reese
Cygnet Theatre
Mark Daitch
Daphne's California Greek
Dashe Real Estate, Inc.
Chloe Demirci and Jim Pennise
Ricardo Desantiago
Amalia Di Lucca
Laura Diebold
William Dietrich
Disneyland Resort
Alexis Dixon
Mindy Dominek
Andra Donovan
Robert Dorsey and Nidia Montoya
Kristin and Lee Dulgeroff
James Ducker
Mary Kay and Paul Dunmire
Bryan Durkin
Eight Elements West
Julia Elkin
Iris Engstrand
Laura Ensberg
Stephanie Estrada
Euclid Elementary School
Paula and Kai Ezcurra
Tina Fahy
Janet and Paul Falcone
Theresa Fenner and Trace Funderburk
Lisel Winter Ferguson and Mike Ferguson
Jennifer Ferro
Annie Finch
Arlene and Keith Fink
First Giving
The Fish Market
Patricia Fishtein
Whitney Fisler
Arthur Flippin
Cid Frank
The French Gourmet
Carolyn Fugate
Angel Garibay
Megan Foster and Scott Gering
Leslie and Damon Getman
Todd Gloria

Kimbrie Gobbi
Ryan Gobman
Kristen and Casey Goodwin
Lindsay Goodwin
Jenna Gould
Jennifer Grant
Prudence Graves
Sarah Gray
Alice Grusin
Patrick Gurczynski
Janet Harris and Michael Newman
Jasmine Haskell
Chanelle and Peter Hawken
The Heard Museum
Alex Hempton and Dan Sullivan
Sharon and Dave Herbst
Robert Hinzman
Linda Hollingsworth
Sally Holloway
Cody Hooven
Danielle and Ian Hossfeld
Joel Huckleba
Rosanne Humphrey
Katherine Humphus
Kristina Hysler
Lee Ann and Jim Iagmin
Barbara Ilizaliturri and Exequiel Ezcurra
Susan Jackson
Amanda Jamieson
Judy Jennings
Dan Kansteiner
Natalie and Matt Kansteiner
Melissa Katigbak
Ron Kaufmann
Ingrid and John Keating
Lorri and Mike Kehoe
Irene Kelly
Carol Kemnitz and Brad Bebeau
Laura and Terry Kemnitz
Travis Kemnitz
Dave Kempton and Andrew Woodmansee
Crash Ketcham
Bobbii Kincaid
David King
Melanie Kliegel
Patti Knight
Kristen Koch
Laura and Bill Kohn

Heidi and Stuart Krantz
Nancy and Chris Kruger
Guillermo Ladron and Alberto Medina
Nicole La Grange and Robert Lawson
La Jolla Symphony & Chorus
La Villa del Valle
Maria and Rod Lagace
Stephanie and Dominic Lasalle
Julie Latta
Rachel and Christopher Lawson
Jennifer and Stephen Lax
Wendy Leicht and Peter Yared
Douglas Levin
Vivian Lin
Jeff Lindeman
Yu Ju Liu
Daisy Lopez
Randy Lovell
Julie Lucas
Sally Luong
Jennifer and Robert MacAller
Macy Maid
Melanie Madrid
Diane Malmstrom
Marti Manser and Don Parker
Kristin and Richard Markell
Markim Pet Resort
Sharon and Ben Masek
Emily Mastrelli
Kathie and Kevin McClain
Paul McClellan
Jennifer and Byron McCoy
Patrick McGlynn
Jasmin McLeod
Michael McQuary
Kellee McQuinn
Teresa and Pat Menke
Carolyn Meyer
Cecilia Meyer Lovell and Randy Lovell
Elvia Meza and Jordan Snodgrass
Yaminah Meza
Christos Michalopoulos
Kym Miller
Justin Allen and Ryan Mitchell
Anil Mohin and John Scholz
Becky and Kevin Modesto
Anamia Monge

Matthew Montemayor
Tracy and Rick Morales
Ricardo Moran
Scott Morris
Greg and Meghan Murphy
Morgan Run Club & Resort
Perla and Jeff Myers
Maya Murphy
Meghan Murphy
Andrew Naslund
Susan and Eric Naslund
Stephanie Nehasil and Joel Barkan
Kate Naughten
Sonyda Nep
The New Children's Museum
Margie Newman
Tram Nguyen Bock
Linda and Robert Nice
Melissa Nichols
Mary Noor
Justine Nord
Barbara Norman and Marc Sternberg
Jaime Olmos
Panera Bread
Cynthia and James Park
Hillary Park
Maura and Frank Pavlot
Ila Peeler
Peets Coffee & Tea
Lydia Pellecer
Nora Pencola and Matt Reiley
Jim Pennise
US Congressman Scott Peters and Lynn Gorguze
Maaiké Petrie
Isabella Petrucci
Phil's BBQ, Inc.
Wendy Piniak
Brooke Pinnix
Greg Prieto
Pro Kids
PRP Wine International
Jim Purpura
Benedicte and Eric Otterson
Asul Randolph
Red and White Fleet SF Cruises
Michelle and Kevin Reilly
Nathalie Reyns
Rebecca Rigdon and David Blake

Dot and Chell Roberts
Claudia Rodriguez
Jodyne Roseman
Emilia and Carlos Ruiz
Salon Mint
Becky and George Samuels
San Diego Air and Space Museum
San Diego Natural History Museum
San Diego Repertory Theater Company
San Diego State University Foundation
San Diego Zoo Global
MacKenzie and Joe Sandy
David Sandstrom
Dana Sather
Rick Sayen
Cliff Schneider
Carla Scheidlinger
Sarah Schoedinger
Scripps Institution of Oceanography
Sea World
Sarah Seifert
Susan Shaler
Pete Shannon
Tracy Shapley
Felicia Shaw
Andrea Shepley
Liz Shear
Lauren Sherman
Matthew Sieve
Phil Silver
Tiffany and Mark Silverman
Sky Sailing, Inc.
Slater's 50/50
Christopher Smith
Jill Smith
Barry Snyder
Ricardo Solano
South Pacific Tuna Corporation
Springs at Borrego
Spurlock Landscape Architects
Katheryn and Randy Stambaugh
Brenda Stevens
Brian Stransky
Diane Stricklin
Yonat Swimmer and Paul Glenney
Sandra Talbird
Theresa and Drew Talley
Stan Tang

Taylor Made Golf Company
Teen Volunteers In Action
Cathy and Frank Terzoli
Sue Thompson
Clare Toqisco and Wil Williams
Kim and Peter Tomsovic
Shannon Trujillo
Jason Tucker
Suzan Tucson McNeil
Becky and Richard Turk
US Bank
Rudy Vargas
Sonya Vargas
Anna and John Vassos
Teresa Vautier
John Vesneski
Amy Wallen and Eber Lambert
Arlene Warren
Jeannine and Jeffrey Watkins
Yan Wei Lim

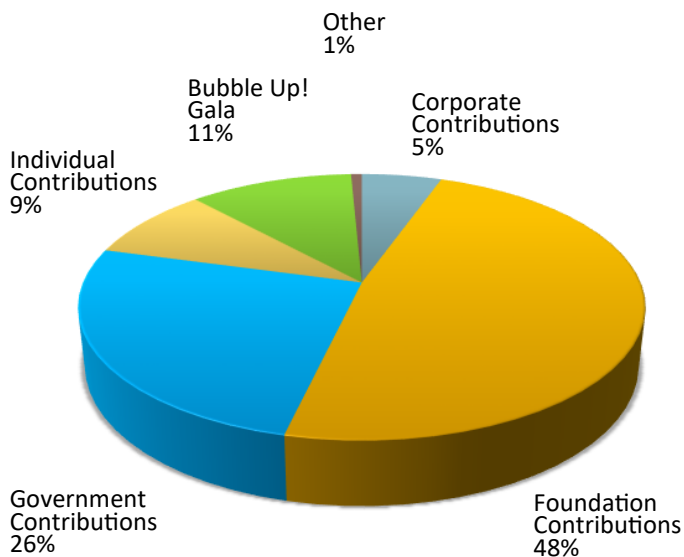
Wells Fargo Community Support Campaign
Christine Whitcraft
Cindy & Gary White
Dawn White O'Connor and Joseph Newcomb
Holly and Matt Whitehead
Sharon Whitehurst Payne
Francis Wiegand
Whole Foods Market Del Mar
Sarah Wilkins and Mike Klitzing
Debbie Williams
Jeffrey Williams
Janet Wilson and Nigel Hook
Curt Wittenberg
Woodstock's Pizza
Nicole Wong
LeAnna Zevely
Amy Zimmerman
Andrew Zingale
Zumasys
Ruben Zuniga



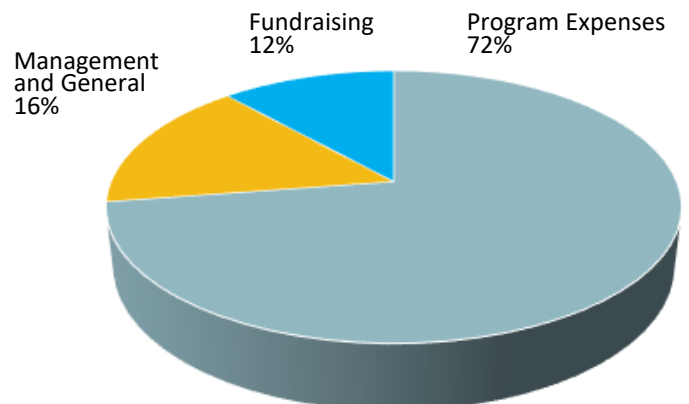
FINANCIALS

	FY 2016
Revenues, gains, and other support	
Corporate Contributions	\$ 147,867
Foundation Contributions	\$ 1,313,203
Government Contributions	\$ 695,998
Individual Contributions	\$ 242,315
Bubble Up! Gala	\$ 302,993
Other	\$ 21,807
Total Revenues, gains, and other support	\$ 2,724,183
Expenses	
Program Services	\$ 1,419,869
Management and General	\$ 302,227
Fundraising	\$ 241,848
Other	\$ (2,509)
Total Expenses	\$ 1,961,435
 Change in Net Assets	 \$ 762,748
 Net Assets at beginning of year	 \$ 3,507,810
 Net Assets at end of year	 <u>\$ 4,270,558</u>

Revenues



Expenses





OUR VISION

In 2017, we will deepen our connection to the community and expand the reach of our programs.

On September 16, Ocean Discovery Institute will move into its permanent home in City Heights. The new Living Lab will be a showcase of environmental sustainability and provide state-of-the-art scientific laboratories and community space.

The opening of the Living Lab will bring our science and conservation programs to thousands of eagerly awaiting children, their families, and members of the community.

With the ability now to serve all students in the City Heights school-shed, we will continue to explore the possibility of serving more young people through replication of the successful Ocean Discovery model in Norfolk, VA.

At the heart of this growth is the commitment to the young people we serve – those we reach today and the students we will reach tomorrow.





Ocean Discovery Institute

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