



MARINE SCIENCE INSTITUTE

ANNUAL REPORT

2018



MARINE
SCIENCE
INSTITUTE



“Great field trips, awesome camps! Such a unique place. My kids love how hands on it is. They have learned so much about fish and Bay conservation there. It is definitely a favorite and I feel lucky to have it close by!”

~ Parent

Dear Supporters,

As another year comes to a close, we can look back at a year filled with challenges and successes. Although our ship, the *Robert G Brownlee*, was taken out of service for multiple weeks due to mechanical problems, our staff pulled together to offer alternative programs for school groups, the shipyard workers worked overtime to get the repairs done as quickly as possible and our supporters came together to help us cover costs in our time of need. Thanks to all of you!

Our staff, MSI's biggest asset, continues to bring science alive for students by inspiring them to ask questions about our local ecosystems and explore how we all can have a positive impact. Asking questions and investigating answers are core components of the Next Generation Science Standards. Our programs support teachers in implementing these new standards by bringing hands-on science to students of all ages. And we have been able to continue to provide programs for this next generation of environmentally literate Bay Area citizens, no matter what schools can afford to pay, thanks to our generous donors.

With the help of the Alumni Consulting Team from the Stanford Graduate School of Business, we recently completed a new strategic plan that will guide our work for the next five years. We will focus on strengthening our Board, implementing a major evaluation of our programs, and maintaining and upgrading our facilities.

Stay tuned for our exciting next steps.

Marilou S. Seiff

Marilou Seiff
Executive Director

Andrea Aust

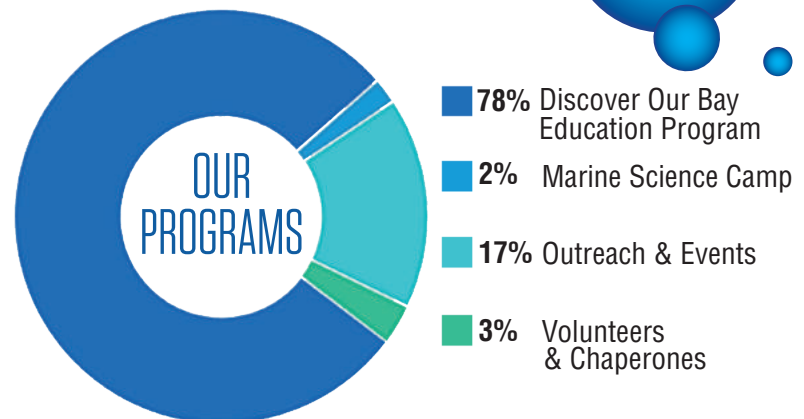
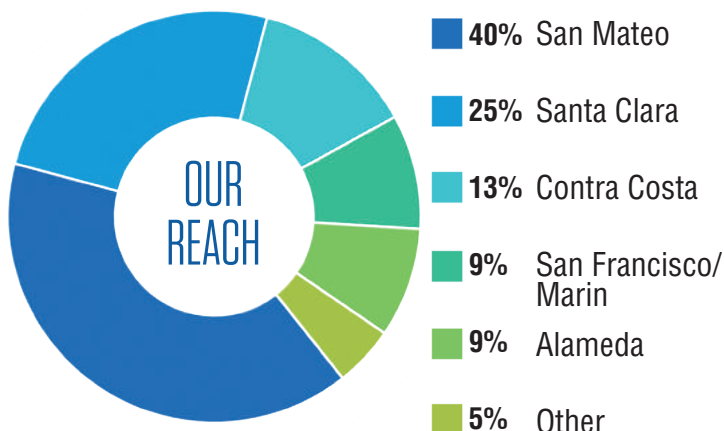
Andrea Aust
Board Chair



Andrea Aust



Marilou Seiff



CONNECTING NEXT GENERATION SCIENCE STANDARDS

Science is an exciting, ever-changing, and dynamic field. To adequately prepare students for college and careers, science education must match this pace.



Significant advances have taken place in the understanding of how students learn science successfully. The Next Generation Science Standards (NGSS) were developed to replace outdated science standards and adopted by the State Board of Education in 2013. While Marine Science Institute's programs naturally align with the new standards' focus on engaging students in science and engineering practices, we have been working to provide resources to demonstrate our programs' alignment with the standards for each grade band.

After much investment in staff professional development, and environmental education provider partnerships, MSI produced robust NGSS program correlation guides for all of our programs, grades K-8. These guides serve as a tool to support teachers through the growing pains of

adjusting to teaching the new standards. The transition has been challenging for many teachers as instructional materials have just recently become available, and as a result, the depth of implementation greatly varies between school districts. Because there has been limited support for elementary teachers to implement the standards so far, teachers depend upon and specifically look to our organization to provide real-life experiences with science in the field - a primary emphasis of the NGSS.

MSI is a lead environmental science education provider with years of expertise in facilitating outdoor labs, introducing students to the wonders of the world around them and encouraging students to ask questions about what they observe. These fascinating experiences ready students for the next phases of learning where they can

further develop their understandings of scientific concepts.

The role MSI plays in inviting students to explore the natural world is a vital piece to achieving the performance expectations of the NGSS. When students interact with marine habitats in such a direct way, they naturally ask questions and investigate answers, making lasting memories that will continue to inspire curiosity in scientific phenomena.

To support MSI is to support the current research that informs best practices in science education. Students need experiences in nature to connect with nature, and this connection results in informed citizens that will drive the future of innovation, ensuring the health and wellbeing of the planet and humans alike.

MSI PARTNERS IN EDUCATION

San Mateo County Office of Education
Mountain View Whisman Environmental
Science Collaborative
California Regional Environmental Education
Community (CREEC) Network
Mid-Peninsula Environmental Education
Alliance (MEEA)
ChangeScale
San Mateo Environmental Learning
Collaborative (SMELC)
Ten Strands



OUR WORK

LOOK WHAT WE ACCOMPLISHED
TOGETHER

62,853 PEOPLE EDUCATED

321 SCHOOLS SERVED

6,927 VOLUNTEER HOURS

211 BROWNLEE VOYAGES

4,746 GALLONS OF FUEL SAVED
DUE TO ENGINE REPOWER (2013)

19 EDUCATIONAL PARTNERSHIPS

48 YEARS OF DISCOVERY VOYAGES

1,300,000 PEOPLE EDUCATED SINCE 1970

ADVENTURES OF THE BROWNLEE



THE COST OF DOING BUSINESS

Foundation & donor gifts	+\$108,679.00
Insurance Recovery	+\$96,676.00
6-weeks in dry dock	-\$205,355.00

EMERGENCY HAUL-OUT

Read about our haulout at
www.sfbaymsi.org/baylog/haulout2018

"My son **LOVED** this camp.
I've never seen him so excited
and interested about learning
about the environment and
marine life."

~ Camp Parent





"The students were **engaged** the entire time because they were participating and in charge of their learning experience."
~ Lafayette Elementary Teacher

and facilities engineer Jesús Jimenez, Rotarians funded and installed shade structures in our welcome area and activity lawn. They also purchased and installed 12 new benches and another shade structure to complete the upgrades to our outdoor amphitheater. Former science teacher and Rotary Membership Committee Chair, April Bignell, membership committee chair of the Rotary Club of Cupertino and a former science teacher, said this about volunteering at MSI, "I wanted to see the beautiful

waterfront facility. I enjoy hands-on volunteer activities like this." The Waterfront Education Center Upgrades Project was a direct response to the needs expressed by teachers and children who come to our site for programs. They asked for safer and more secure benches for the children, and a larger shaded area to protect everyone from the sun. We cannot thank Rotary Club of Cupertino enough for their generous support and for their physical efforts to make the project a reality for the tens of thousands of children we serve each year.

HELPING HANDS Rotary Club of Cupertino

Each year, Marine Science Institute teams up with corporate and community group volunteers to tackle maintenance projects at our facilities in Redwood City. This year we thank the Rotary Club of Cupertino for generously donating both \$25,000 and their time, sweat and hard work to complete the project in time for our Fall 2018 school programs. More than 30 Rotarians came together on two Saturdays this year to complete the project in time for school arrivals for our Fall 2018 science programs.

With the leadership of Cupertino Rotarian Bill Allen and MSI's aquarist



Statement of Financial Position

BALANCE SHEET

ASSETS	
Cash & investments	\$ 525,000
Grants & other receivables	\$ 245,000
Prepaid expenses & other assets	\$ 12,000
Land, property, and equipment	\$ 2,278,000

TOTAL ASSETS \$ 3,060,000

LIABILITIES & NET ASSETS

Accounts payable & Current liabilities	\$ 102,000
Unrestricted net assets	\$ 2,378,000
Temporarily restricted net assets	\$ 580,000

TOTAL LIABILITIES & NET ASSETS \$ 3,060,000

Revenue and Expenses

INCOME STATEMENT

REVENUE	
School & Public Programs	\$ 557,000
Marine Science Camp	\$ 630,000
Corporations	\$ 124,000
Foundations	\$ 368,000
Government	\$ 215,000
Individuals & Investments	\$ 56,000

TOTAL REVENUE \$ 1,950,000

EXPENDITURES

School & Public Programs	\$ 1,126,000
Marine Science Camp	\$ 349,000
Fundraising	\$ 179,000
Administration	\$ 213,000
Membership	\$ 56,000

TOTAL EXPENDITURES \$ 1,923,000

Donors

Thank you to our FY 2017-18 donors, funders and partners! This work would not be possible without your generous support. Donations received September 1, 2017 through August 31, 2018.

Foundation, Corporate and Government Funders and Partners

AmazonSmile Foundation, Andeavor Foundation, Applied Materials Foundation, Bay Ship and Yacht, Bayside Academy PTA, Bright Funds Foundation, Bristol-Myers Squibb, Broadway By the Bay, Brownie Girl Scout Troop 61698, Robert Brownlee Foundation, California Coastal Commission, Cargill, Central Contra Costa Sanitary District, Chan Zuckerberg Initiative, Chipotle, Contra Costa County Fish and Wildlife Committee, Contra Costa Water District, Costco, Cupertino Rotary Club, Danford Foundation, Delta Diablo, Devil's Canyon Brewery Company, Doering Family Foundation Ltd, Dow Chemical Company Foundation, Dragon Productions, Electronic Scrip Rebate, Facebook Fundraisers, Catherine Foster Art Studio, Fresh Catch, Genentech Inc, Go To Chocolate, Golden State Water Company, Hula 408, Integrated DNA Technologies, Jonathan's Fish and Chips, Dirk and Charlene Kabcenell Foundation, Kilohana Outrigger Canoe Club, Kona Ice West San Jose, La Honda Winery, Dean and Margaret Leshner Foundation, Joseph and Vera Long Foundation, Los Altos Community Foundation, Los Tolucas, Lyngso Garden Materials Inc, Purnima Mangal, Matson Foundation, Moore Family Foundation, Morgan Family Foundation, Mountain View Education Foundation, Mt. View Sanitary District, National Oceanic and Atmospheric Administration (NOAA), Nob Hill/Raley's Supermarkets, NVIDIA, Oracle, David and Lucile Packard Foundation, Palo Alto Community Fund, Palo Alto Online, Palo Alto Players, Peninsula Aquatic Center, Pop Culture, Port of Redwood City, Recology, Reddicks Foundation, Redwood City Community Theater, Redwood City Police Supervisors Association, Rossi Family Foundation, Vazi Safi, San Jose Water Company, Sand Hill Foundation, SAP Charitable Fund, Scandling Family Foundation, Silicon Valley Clean Water, Sims Metal Management, Smart & Final, Stanford Alumni Consulting Team (ACT), Jeffrey Taplin, TisBest Philanthropy, Triple J Cellars LLC, Trader Joe's, Trojak Knier Winery, Turner Designs, Peter and Paula Uccelli Foundation, Wells Fargo Foundation, Westpoint Harbor, Whole Foods Market, YourCause

\$1,000 and Above

Sean & Lynette Caplice, Norman Chen & Noriko Honda, Patricia Cooley-Wetzel, Eric Allen Gable, Earle D. Jones, Kate Karriker-Jaffe & Christopher Jaffee, Shannon Lyons, Denise Malmquist-Little & Dave Little, Julian Osinski, Dan & Diane Riccio, James & Susan Roberts, Jeff Rutherford, Daphne & Stuart Wells

\$500 - \$999

Robin Agarwal, Caroline Beverstock, Mark Choo, Blair Fingerhut, Toni Murzi, Basab & Vidya Pradhan, Jeanne Sole, Charles Spirakis

\$250 - \$499

Andrea Aust, Lisa & Lars Becker, Andrew Becker, Adrienne Bronstein, Alison Chubb, Helen Colcord, Vicki Friedberg, Robert D. Hills Jr, Alison Hlady, Christine & Richard Jeffers, Carol Johnson, Robert C. Jones, Martha Lewis, Teresa McFadden, Kimberly Park, Rafael Petrone, Kathy Reiner, Carly Seiff, Christina Smith, Vidhyarati Vijayakumar, Stephen Ware, Victoria Whitehill

\$100 - \$249

Homayoon Akhiani, Allison Aldrich, Julia Anderson, Kristen Anne, Diane Aust, Valery Axelrad, Dawna Baleix, Celeste Baranski, Cara Barone, Gail Barton, Robert C. Beach, Mary Beth, Lisa Bie, Davin Blekeberg, Elizabeth Blois, Laura Borns, Christopher Boyd, Lisa Carpenter, Garden City Fund, Itir Clarke, Linda Hawes Clever & James A. Clever, Olabisi Clinton, Neil Cohen, William Conklin, Joel Conkling, Christopher & Debbie Crouse, Kari Carlson Drews, Dhiren Dsouza & Ashley Gregg, MJ Edwards, Susanna Eich, Susan K. Elgee, Sanem Erucar, Aimee Foster, Sarah Gibbs, John Gouws, Elizabeth Harnett, Janet M. Jezek, Curt Juran, Yumi Kawano, Melanie Kimbel, Kathleen Knopoff, Robert Kraska, Allyn Lee, April Lehman, Todd Master & Kara Gardner, Azalea Mitch, Rachel Miura, Susan Chong Moeckli, William Mortimore, Warren Murray, Jenna & Tuan Nguyen, Jeanette & Matthew Ogburn, David & Karen Paradise, Christine Connelly Pick, Jonathan Podmore, Dirk Rabdau, Matt Radack, Sofia Sotiropoulou Riemann, Anna M. Schipper, Marilou & Stuart Seiff, Maulik Shah, Jim Simonsen, Betty Jo Sorensen, William Spain, Gregory Tertes, Dave Towne & Elaine Reade, Bonnie Troxler, Paul Turner & Laurie Schoeffler, Cor vandeWater, Michael Vesely, Silvana Volpe, David Whitehouse, Kelli Wong, Kit Wong & Bryant McLaughlin, Fan Zhang

WE ALSO THANK THE 568 PEOPLE WHO GAVE UP TO \$99

Staff 2017-2018

Marilou Seiff, Executive Director
Naomi Deal, Education Marketing Manager
Jackson Gentry, Senior Ship Captain
Jesus Jimenez, Aquarist & Facilities Engineer
Melanie Kimbel, Advancement Director
Melanie Kostiw, School Programs Coordinator
Alexandra Lee, Marine Camp Manager
David Lee, Chief Financial Officer
Tiff Murzi-Moyce, Community Outreach Coordinator
Jenna Nguyen, Institutional Funding Manager
Joe O'Conner, Facilities Assistant
Karen Peluso-Galaviz, Ship Program Manager & Program Department Head

Jodi Stewart, Land Program Manager
Sean Swing, Secondary Ship Captain

Science Instructors and Marine Educators

DJ Alejandro
Adrian Apostol
Brooke Bailey
John Cao
Maddie Forte
Patrice Frazier
Stephanie King
Marilla Lippert
Kaitlyn Martinez
Steph Merlos-Andrews
Eve Minkin
Jesse Ng
Maria Patino
Ashley Salazar
Elizabeth Sheets
Cami West

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Designed by Tiff Murzi-Moyce