



## Board of Directors - 2021 Annual Report

Davis Ja, President,

December 15, 2021

This year, 2021 was remarkable, in that the foundation through the fund-raising committee was able to raise funds to just below the \$2,000,000 mark for the renovation and for the benefit of the Dolphin Swimming and Boating Club (DSBC). Although a portion of the funds was raised prior to this year through earlier efforts, along with the DSBC's financial commitment and the Bay Keepers contribution, this has been a significant achievement for the foundation and the club given the pandemic. In this annual report, I will attempt to detail some of the progress of the foundation during this difficult year.

**Donor Process:** During this year, we ensured that donors supporting the foundation were thanked through personalized letters as well as with tax exempt notifications. Letters were generally sent two to three weeks following the donations. Since the inception of the foundation, we have had close to 400 donors from the DC, many of whom gave multiple times to the foundation. Easier access to credit card donations was created with Elliot Evers' support and funding. Our bookkeeping process was increased and enhanced in order to insure more updated notification of donations as well as donations through capital gains and other monetary structures.

**Fund-raising Committee:** The fund-raising committee cochaired by Anthony DuComb and Robin Rome with support from honorary chair, Elliot Evers, was able to raise by December 13, 2021, a total of \$1,964,645 with \$403,586 of that sum pending and \$1,561,089 in actual funds collected. Although some of those funds were collected prior to 2021 through the Bay Keeper's fund and the DC commitment, the effort by this committee was extremely laudable given the effort and work required. Methods used in this effort began with personal contact through phone calls, emails and social events hosted by the committee. Mike Dixon, a volunteer club member made more calls to DC members than anyone else. Special thanks to Mike and his efforts on behalf of the foundation. Other events were led by the co-chairs along with Mr. Greg Sherwood of KQED auction fame, who was brought on board by Mr. Evers to help auction a number of items to membership. Mr. Sherwood's effort greatly enhanced our events given his expertise.

*Grant Applications to other Foundations:* Lisa Domitrovich and I worked on an extensive list of foundations that provide funding for capital campaigns. Despite an extensive effort by us and several supporters, two letters of inquiry (LOI) and two full applications were turned down. These four Foundations were the most promising and had funded other local capital campaigns,

but the principal concern and issue faced was our relevance to their funding strategy. The four foundations were the Herbst, the Goldman Fund (LOI), Crankstart (LOI), and the Irwin Foundations.

**Insurance:** Through the efforts of Jean Allen and former President, Randy Edwards, we were able to get insurance for our board of directors beginning in December 17, 2020. However, on November 19th, we were notified by our broker that our insurance would not be renewed, despite not having any claims of any kind and only one year of coverage. We have contacted a new broker, Dave Santos, who is now our broker of record and is working on getting us similar insurance coverage. However, until the new policy takes place, we are not insured. Mr. Santos is currently the broker for the Dolphin Club. I am attempting to expedite this effort with Mr. Santos.

**Grants:** This past year, we have provided funding to three grants, including the following:

*Pier Repair:* This April 19<sup>th</sup>, 2020 grant for a total of \$75,000 was completed in 2020. This grant has been fully expended and a final summary report was submitted by the DC to the foundation in March, 2021 for this expenditure. The grant summary is available in our grant files.

*Boat Builder Residency at the Maritime Museum:* This \$16,750 grant was also funded on April 19<sup>th</sup>, 2020 but was put on hold given the pandemic. Funds have been transferred and currently held by the DC for this event. It is anticipated that this event will occur sometime in 2022.

*Dolphin Club Renovation:* This \$132,000 grant has not yet been fully expended and was granted in March of 2020 for club renovations including the following: Architectural contracting for drawings, plans, engineering for soils, foundations. We anticipate a report from the DC on progress of this grant in January.

*Grant Requests:* Two other grant applications have been submitted by DSBC members for several personal projects. The first by Sid Hollister was for a history of the DC in its early years and the other was by Robert Martinez for a swimming program with at risk youth. Both were rejected by the board primarily due to the personal nature of these requests for funding, as all funds requested would primarily be benefiting the applicant.

**Infrastructure:** Much of our bylaws recently reviewed has been led by Nanda Palmieri. Her efforts have greatly helped clean up our bylaws. Although some additional effort still needs to proceed, her efforts have greatly helped our organization moving forward. Bernice Dea, our bookkeeper, has been very diligent and provided additional efforts in recognizing and identifying donors quickly in order to provide our thanks.

Our board of directors changed with the resignation of Chris Wagner who was instrumental in laying out a systemic foundation for our organization. Chris should be recognized as a key individual in developing this foundation and leading it to its inception. Of course, we added an outstanding new member with Ryan Utsumi who will be joining us in the future in a designated position (treasurer of the DC). In addition, next year, we are attempting find another new

board member and we hope to have a new person joining us in our January board meeting. Also, special thanks to Suzanne Heim and Crissa Williams for their heroic work and effort in truly keeping the foundation moving forward. As Ms. Heim has held her position for three years, it is impossible to thank her enough for all of her efforts in maintaining the integrity and function of the foundation. I do hope the board will join me in thanking Ms. Heim for all of her contributions, perspectives and efforts for the foundation. Finally, we will also be losing Nanda Palmieri as she transitions from her treasurer's position at the DC. Nanda has been an incredibly diligent member of our board and has kept us on task over the past two years. She's also been instrumental in supporting Crissa and Bernice in their efforts to establish our books for the foundation. Special thanks to Nanda for her many contributions.

**Final Comment:** This year has been a stellar year due to the fund-raising efforts of our committee. Clearly the most significant tasks at hand are to raise the remaining \$725,000 in order to reach our goal of \$2.7 million dollars. I want to thank the entire board for their efforts in this endeavor and to thank you for your support in keeping our board and organization healthy and in line with our mission and goals.