

FRIENDS OF THE WAIKĪKĪ AQUARIUM
////////// **ANNUAL REPORT 2019** //////////

**BOARD OF
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Artist

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HECO (retired)

Dave White

Punahou School

(retired)

A Message from the Friends of the Waikīkī Aquarium

Aloha Friends,

As we welcome 2020, we also take a moment to reflect on how grateful we are for the ongoing support of our loyal Friends of the Waikīkī Aquarium (FOWA) members. As a 501(c)(3) organization, we rely on the generosity of you—our friends, family, community members, and corporate partners—to support the Aquarium in our shared mission to inspire and promote understanding, appreciation, and conservation of Pacific marine life.

While our organization is grounded in our support of the Waikīkī Aquarium and its exhibits, programs and activities, it's important to note the distinctions between FOWA and the Aquarium. Founded in 1904, the Waikīkī Aquarium is the official aquarium of the State of Hawai'i administered by the University of Hawai'i since 1919. As a separate non-profit entity officially incorporated in 1995, FOWA is the membership organization of the Waikīkī Aquarium made up of like-minded individuals, groups and businesses who are interested in Hawai'i's marine life. While we both work collaboratively and in partnership toward the same goals, we are nonetheless two separate organizations managed by different leaders.

In light of this distinction, both of our organizations have gone through some restructuring of operations over the last few years, which has had an impact on FOWA's finances. As of December 2017, FOWA's oversight of the Gift Shop and photo booth was shifted to the Waikīkī Aquarium, meaning we are no longer able to count on those revenues. You'll see this reflected in our financials. Starting in 2020, one-half of our membership revenues will go directly into the Aquarium's operating fund. External policy changes have also resulted in FOWA spending more on activities traditionally supported by Aquarium staff.

Given these recent changes, you'll see we're currently operating at a deficit, but rest assured we remain committed to providing financial support to the Aquarium. Our focus this year will shift more to fundraising while also ensuring our members continue to enjoy the benefits of membership.

Amidst these changing times, we sincerely thank you for your ongoing support of FOWA. Although FOWA and the Waikīkī Aquarium operate as separate entities, we are nonetheless united by a shared mission, standing firm in our conviction that now more than ever, we must work together to protect and preserve Hawai'i's marine life for future generations.

Sincerely,



Chris Cole

Co-Chair, Friends of the Waikīkī Aquarium Board of Directors



Dirk Yoshizawa

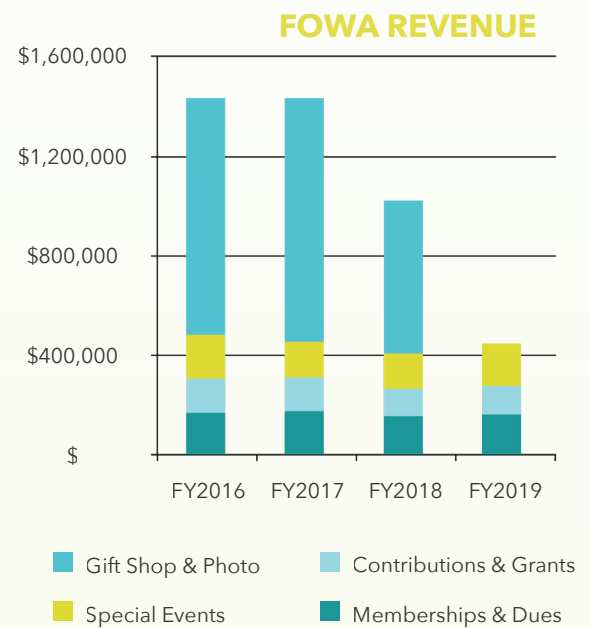
Co-Chair, Friends of the Waikīkī Aquarium Board of Directors

Looking Back

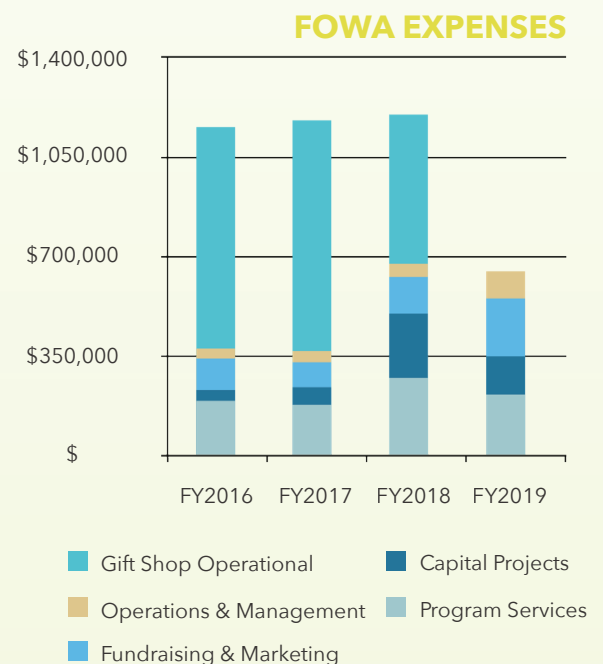
It has been some time since we have shared our financial overview, so we are including our figures over the last four years. You'll see that revenue garnered from Membership, Contributions and Special events remained relatively steady throughout the years. In January 2018, please note that the operations of the Gift Shop transferred from FOWA to the management of the Aquarium, who is now responsible for expenses and oversight and directly receives the profits (FY 2018 includes six months of Gift Shop operations under FOWA).

In FY 2019, you'll see an increase in Operations and General Management due to the assumption of essential functions including accounting, storage, IT, and the hiring of an executive director for the day-to-day operations and long-term planning of FOWA. You'll also see a significant increase in Fundraising expenses due to higher event costs and the re-allocation of PR and marketing services under this category. Lastly, note that funding for Capital Projects and Program Services increased starting in FY 2018 to better support the Aquarium.

Revenue	FY2016	FY2017	FY2018	FY2019
Membership Dues	\$167,243	\$177,273	\$152,398	\$159,336
Contributions & Grants	\$138,333	\$136,155	\$108,599	\$115,639
Special Events	\$177,814	\$141,935	\$145,093	\$171,617
Gift Shop & Photos	\$948,252	\$982,415	\$518,772*	\$ -
Total	\$1,431,642	\$1,437,778	\$1,024,862	\$446,592

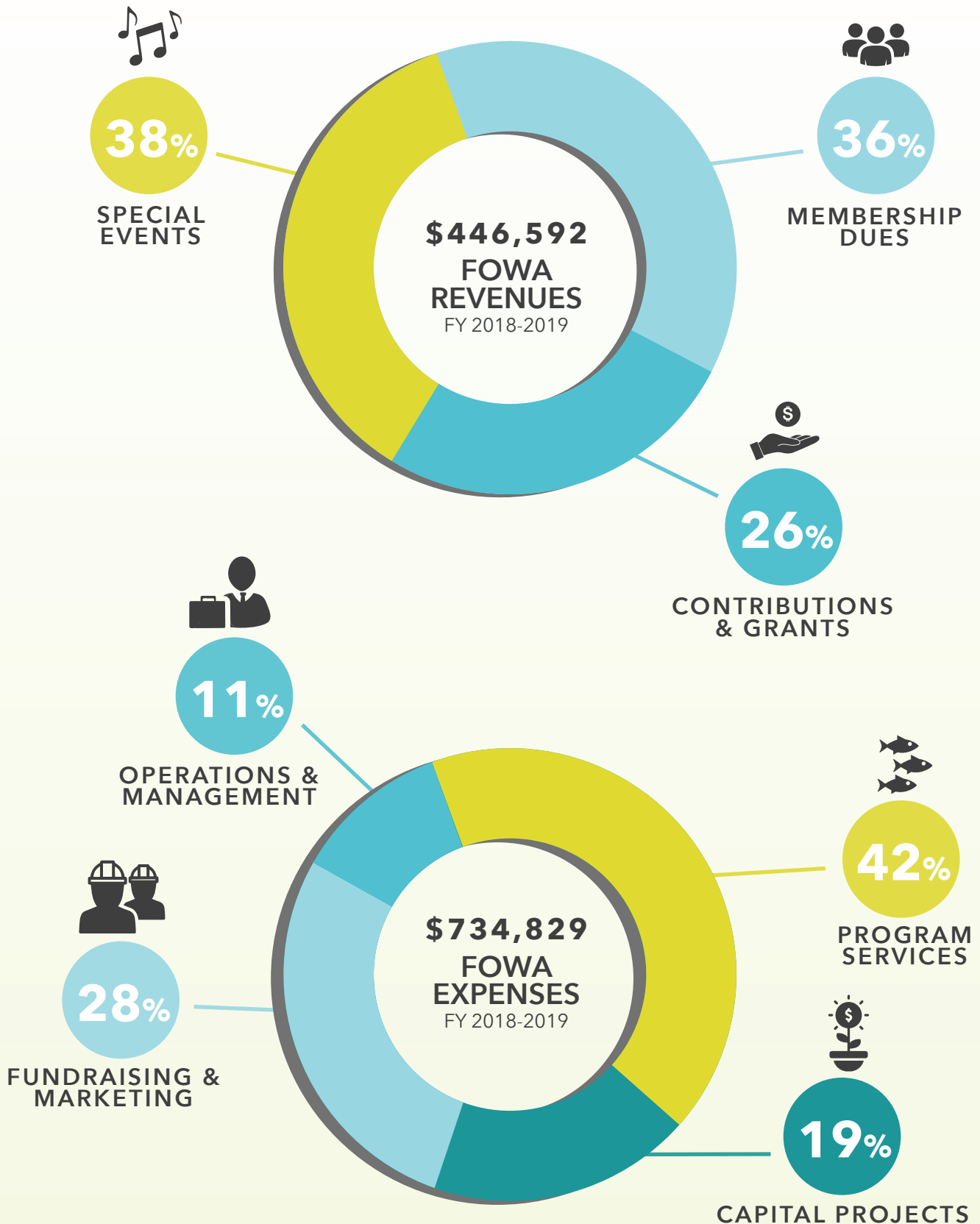


Expenses	FY2016	FY2017	FY2018	FY2019
Program Services	\$187,655	\$170,187	\$268,997	\$209,362
Capital Projects	\$41,844	\$60,968	\$222,304	\$136,703
Fundraising & Marketing	\$106,268	\$88,179	\$136,333	\$202,068
Operations & Management	\$34,123	\$45,704	\$43,160	\$100,433
Gift Shop Operational	\$790,384	\$818,990	\$533,319	\$ -
Total	\$1,160,275	\$1,184,028	\$1,204,113	\$648,566



REVENUES & EXPENSES

YEAR ENDED IN JUNE 30, 2019



NEW & RENEWING MEMBERS

Mr. & Mrs. Victor L. Abaya	Ms. Angelica Dumlao	Mr. & Mrs. Devin Kim	Mrs. & Mr. Melissa Mueller	Robby Shimamoto &
Ms. Carolyn Adler &	Mr. & Mrs. Ryan Dung	Mrs. & Mr. Shandra Kiri	Ms. Melanie Munns	Rodd Shimamoto
Mr. Jon Kurosu	Mr. Gary Dymally	Mr. Ricky Kiyuna	Mr. & Mrs. Gavan	Mr. & Mrs. Roy Shishido
Mr. & Mrs. Andrew Alt	Ashley Edwards	Ms. Terry Klenske	Muramoto	Mr. & Mrs. Seokwoo Shon
Mr. & Mrs. Emmanuel	Mr. & Ms. Taj Elliott	Mr. & Mrs. Tad Kobayashi	Mr. & Mrs. Warren Naai	Mrs. Christina
David Anderson	Dr. & Mrs. Samir A. A. El-Swaify	Dr. & Mrs. Joey Kohatsu	Mrs. Dale S. Nakamatsu	Silva-Wierschem &
Mr. & Ms. David Ansdell	Mr. & Mrs. Andrew Endo	Mr. Jason Koide	Mr. & Mrs. Gareth Nakamura	Mr. Erik O. Wierschem
Mr. Travis Arita	Mr. & Mrs. Michael Endo	Dr. & Mrs. Justin Kong	Ms. Linda Nakashima	Mr. Marshall Silverberg &
Dr. Vina Ariyaprakai	Mrs. Alana Enos	Ms. Myra F.S. Kong	Mr. & Mrs. Chance	Mr. Grant Silverberg
Mr. & Mrs. Ryan Auyoung	Mr. & Mrs. Elvar Esrason	Mrs. Jennifer Kopper	Namahoe	Dr. & Mrs. Robert Smitson
Ms. Angela Avicolli	Capt. Nathan Fong	Mr. & Mrs. John Korth	Mr. Dale Namduang	Mr. & Ms. Stan Staunton
Mr. & Mrs. Raleigh Awaya	Mr. Mark Forgach	Mr. & Mrs. Josh Krzyzewski	Ms. Billie C. Nelson	Mr. Nick Stewart
Michael & Terese Bagley	Mr. & Mrs. Edward Francis	Mr. & Mrs. Daniel Kunimura	Mrs. & Mr. Dee Nguyen	Dr. Susanne Still
Mrs. Angie Baldwin	Mr. & Ms. Eddie Freeman	Mr. & Ms. Andrew Hood	Mr. & Mrs. Andrew Niles	Dr. Rebecca Stotzer
Dr. Kasey E. Barton &	Mrs. Elaine Fujimoto	Ms. Sherrie A. Kuroda	Mr. & Mrs. Derek Nishibata	Mr. Dean Stowell &
Mr. John Maurer	Ms. Robyn Fujimoto	Thomas & Bianca Kusatsu	Mr. & Mrs. Duane K.	Mrs. Piikea Miller
Wayne & Stephanie Batzer	Dr. & Mrs. Ronald Hino	Mrs. Michele Kuwaye	Nishimura	Diane M. Stowell
Mr. & Mrs. Dixon N.	Mr. Travis Fukumitsu	Mrs. Kiyomi Labuguen	Mr. & Mrs. Masayuki Nogi	Mr. & Mrs. Marcel Suehiro
Bautista	Mr. & Mrs. Brahma Furtado	Mr. Todd Lam	Mr. Hideo Noguchi	Ms. Sharon Sussman
Mr. & Ms. David Berting	Mr. & Mrs. Stephen E.	Mr. & Mrs. Koani Lau	Mr. Nathan Noonan	Capt. James &
Dr. & Mr. Ashley Biddle	Gainsley	Mr. Andrew Le	Alan Obara	Dr. Lindsey Sutton
Mr. & Mrs. Dylan Bird	Mr. & Mrs. Ronald Galindo	Mr. Alan Lee	Mr. & Mrs. Robert Oda	Mr. & Mrs. Jonathan Suyat
Mrs. Karen Boglioli	Mr. & Mrs. Isidore Gamboa	Ms. Debra Lee &	Mr. & Mrs. James Ogata	Mr. Christopher Suzuki
Ms. & Ms. Corinne	Ms. Barbara Gearen	Mrs. Merry Brioso	Mr. and Mrs. Tom Ogawa	Mr. Anthony Sybirski
Bousquet	Mr. Justin Gideon	Mr. Timothy Lee	Mr. & Ms. James Oh	Rebecca Szucs &
Mrs. & Mr. Rikki Brown	Ms. Michelle Gonzalez	Mr. & Mrs. Isaac M. Lee	Mrs. Stacey Ohama	Brett Fagan
Mr. & Ms. Aaron Buelow	Mr. & Mrs. Robert Gries	Dr. Kevin Lee	Mr. Alan Okamoto	Mr. & Mrs. Raymond Tabata
Mrs. & Major Renee Burke	Mr. & Ms. Anthony Guerrero	Mr. Dave Lee	Mr. Tomoyuki Okawa	Mr. Antony Tam
Mr. & Mrs. Christopher	Ms. & Mr. Lindsay Gytoku	Mr. Jonghyun Lee	Ms. Amanda O'Kelly	Mr. & Mrs. Masahiro Tanaka
Burman	Mr. & Mrs. Robert Hail	Mr. & Mrs. Jeffrey Lee	Mr. & Ms. Clinton Ono	Mr. Lars Tanaka
Ms. Mary Calantoc	Mr. & Mrs. Nolan Haisler	Ms. April K. Leong	Mr. Alexander Ortiz	Mark Tarone
Dr. & Ms. Peter D. Caldwell	Mr. & Ms. Donald Hallock	Mr. & Mrs. Daniel Leung	Mr. & Mrs. Richard Oshimo	Mr. & Ms. Kenika Terlep
Mr. Jordan Campbell &	Mr. Russell Hamada	Mr. & Mrs. Justin Lin	Mr. & Mrs. Douglas Oshiro	Mr. & Mrs. Sean Tomas
Dr. Selena Goss	Ms. Jennifer Noelani	Mr. Jack Long	Mrs. Mary Ann Ostman	Ms. Jessica Tomita
Mr. & Mrs. Michael Caracciolo	Hanzawa	Dr. Lenora Loo &	Mr. Glenn Y. Ota &	Mr. and Mrs. Robert Torrey
Ms. & Mr. Jessica Castellano	Dr. Daniel K. Hartline &	Ms. Erin Flynn	Mrs. Julie Kishimoto	Mr. & Mrs. Robert Torrey
Mr. & Mrs. Jean-Pierre	Dr. Petra Lenz	Mr. Cavan Loughran	Mrs. Louise Pacarro	Mr. & Mrs. Robert Torrey
Cercillieux	Mr. & Mrs. James &	Ms. Merilee Lucas	Mrs. Noelia R. Paez &	Mr. & Mrs. Jason Tanaka
Mr. & Dr. Kenny Cha	Patricia Harwood	Mr. & Mrs. Arthur Ludwig	Mr. Edgardo A. Diaz	Mr. & Mrs. David Tran
Ms. Wai Ying Chan &	Mr. Nathaniel Hasegawa	Mr. & Mrs. Hal Luke	Mrs. & Mr. Antonia Papica	Dr. & Dr. Samuel Tsappidi
Mr. Jay Loui	Mrs. Keith Hashimoto	Ms. Adele Lum &	Mr. & Mr. Aaron Parks	Mrs. Katie Uehara
Mr. & Mrs. John Chang	Mr. Gary Hashiro	Ms. Blair Akiona	Mr. & Mrs. Ernest Pasion	Mrs. Morgan Ullom
Mr. Huanqi Chen	Mr. Todd Hata	Dr. Frank Lutz	Mr. & Ms. Chad Pata	Mr. & Mrs. Reid Shimokawa
Mr. Michael China	Dr. & Mrs. Alex Hazlett	Dr. Alyssa MacDonald	Mr. Jon Patterson Gates	Mr. & Mrs. Andrew Vernon
Mr. Mark Ching	Mr. & Mrs. Greg Healy	Mr. & Mrs. Michael Maeda	Mr. & Mrs. Steve Pearman	Mr. & Mrs. James R.
Mr. Stephen Chong	Mr. & Mrs. Reid Hinaga	Mr. Jarryd Maeda	Mr. & Mrs. Louis Pelletier	Walkinshaw
Mr. Jared Christenot &	Kim Hiraki	Mrs. & Mr. Kathleen	Mr. & Mrs. Shane Perry	Mr. & Mrs. Stephen Walsh
Mrs. Sheila Sarhang	Ms. Alma Ho &	Makiaokalani	Mr. Jeff Phung	Dr. Teresa Walsh
Mr. Kenneth B. Chun	Ms. Diane Bosworth	Dr. & Dr. Ted Mala	Mr. & Mrs. Jason Polliard	Mr. & Mrs. Jeffrey Watanabe
Mr. Richard Clifton	Mr. Raymond Ho	Mr. Iiad Mamikunian &	Mr. & Ms. Brett Price	Mr. Robert Watanabe
Mr. & Mrs. Christopher J. Cole	Mr. Michael J. Holl	Mrs. Kendall Carroll	Mr. Kevin Prior	Mr. & Ms. Gary Weaver
Mr. & Ms. Alan Condor	Dr. Travis Hong	Mrs. & Mr. Lucy Masa	Mr. & Mrs. Arthur Randell	Ms. Kara White
Mr. Christopher Cone	Ryan & Kerri Hopkins	Mrs. & Mr. Brandy Massner	Mr. & Mrs. Benjamin Rasa	Mr. Mark K. Wilson III
Mr. Tony Conjugacion	Kristin Horiuchi-Hardy &	Mr. & Mrs. Tom Matsuoka	Mrs. Emi Raymond	Mr. Howard Wolff
Mr. Judy Cordel &	Frederick Hardy	Mr. & Mrs. Motoki Matsuura	Mrs. Maggie Remos	Mr. & Mrs. Michael F. Wong
Ms. Sharon Nakashima	Mr. Richard Hornik	Mrs. Jessica McBride	Ms. & Ms. Suzanne Rempfer	Mr. Talia Wong Tanaka &
Mr. & Mrs. Domingo	Mr. Daniel Ichikawa	Mr. John E. McComas &	Mr. & Ms. Rob Riter	Ms. Taryn Wong Tanaka
Cravalho	Mr. & Mrs. Sean Iida	Ms. Christine M. Kobayashi	Ms. Kristine Robison	Mr. & Mrs. Shad Woodland
Mr. Bob Crone	Mr. & Mrs. Lester H. Inouye	Ms. Nerolie McDonald	Mr. & Mrs. Russell Rolland	Mr. & Dr. Dingyi Wu
Mrs. Lisa Crouch	Mr. & Ms. Ryan Inouye	Mrs. & Mr. Beth McLachlin	Mr. & Mrs. Scott Rolles	Mr. & Mrs. Thomas Yamachika
Mr. & Mrs. John Cunningham	Dr. & Mrs. Jay Ishida	Mr. & Mrs. William McMullin	Mr. & Ms. Roger Rudoff	Mr. & Mrs. Reggie Yamada
Mr. & Ms. Linh-Dan Cunnion	Ms. Mihoko Ito	Mr. Christian Mendez	Mrs. Maegan Ruggles	Mr. & Mrs. Dave Yamagata
Mr. & Ms. Michael Curnow	Ms. Leolani I. Iwaki	Mr. & Mrs. Harry Miller	Mr. & Ms. Erik Saavedra	Mr. & Mrs. John Yamamoto
Ms. Tricia Dang &	Dr. & Mr. Lynn Iwamoto	Mrs. & Mr. Kelli Miller	Dr. & Mrs. Chris Sabine	Ms. Caitlin Yamamoto
Mr. Matthew Carlson	Mr. & Mrs. Frank Iyomasa	Mr. Don Minnis	Mr. Eric Sadoyama	Mr. & Mrs. Franklin Yap
Mrs. Lauren Danner	Ms. Rachel Jale	Mr. & Mrs. Lex Mitchell	Mr. & Mrs. Mark Sagapolutele	Mr. & Mrs. Sid Yee
Mr. & Mrs. Sean Dee	Mr. & Mrs. Allen Jones	Dr. Derek Mito	Mr. & Mrs. Gregory Salas	Mr. & Mrs. Elijah Yip
Ms. Cherie-Lyn Delima	Mr. & Mrs. Francis Jordan	Mr. Travis Miyashiro	Mr. & Mrs. Duane Samson	Mr. Michael Yoneshige
Mr. & Ms. Brian Dendy	Ms. Nicole Jung &	Mrs. Sharon Mols	Mrs. Daneen Sandry	Ms. Lois Yonezawa
Ms. Ashley Dieron	Mr. Henry Gonzalez	Mr. Cliff Montgomery &	Mrs. Jessica Saragoza	Mr. & Mrs. Aaron Yoshida
Mr. & Mrs. Herbert Dietrich	Mr. & Mrs. Kai Kahele	Dr. Tamara Montgomery	Mrs. Yuko Sasaki	Ms. Colleen Yoshino
Ms. June Dillinger	Mr. & Mrs. Kamuela	Ms. Jackie Moore	Ms. Tiffany Schnittger	Mr. & Mrs. Timothy Young
Mr. & Mrs. Steven Doi	Kahoano	Mr. & Mrs. Matt Morgan	Alison & Brian Scialabba	Mr. & Mrs. Robert Zahn
Ms. Valentin Dooley	Mr. William Kaminski	Mrs. Caryn Morita &	Mr. Christian Kaimana Shaku	
Ms. Iris Dowson &	Howard & Audrey Karr	Mr. Stephen Kanno	Mr. & Mrs. Kyle Shigano	
Mr. Ryan Chang	Mr. Robert Katzman	Mr. & Mrs. Hugh C. Mosher	Mr. & Mrs. Duane Shikiya	
Mr. & Mrs. Mason Drew	Mrs. & Mr. Tarah Kawal	Mr. Gabriel Motonaga	Mr. Kenneth Shimabukuro	
Mrs. Meylysa Duldulao	Mr. & Mrs. William Kilcoyne	Mr. & Mrs. Edison Mow		