

2022 FOWA Annual Meeting

November 12, 2022



OVERVIEW



- Welcome
 - Elizabeth Churchill, *Interim Executive Director*
 - Bryan Tepper, *FOWA Board Co-Chair*
 - *FOWA Mission*
- Introduction of Officers & Directors
- 2021 Financial Overview
- 2022 Activities
- Looking Ahead

ABOUT FOWA

FOWA Mission

The Friends of the Waikiki Aquarium is the 501(c)(3) nonprofit organization of the Waikiki Aquarium. Its purpose is to support the mission of the Waikiki Aquarium to inspire and promote understanding, appreciation, and conservation of Pacific marine life.

Incorporated in 1995, FOWA has provided funding and support to the Waikiki Aquarium

- Capital Improvement Projects including Live Exhibits
- Community Engagement and Corporate Sponsorships
- Fundraising and Membership Programs and Events



BOARD OF DIRECTORS

Co-Chair Dirk Yoshizawa, *Bank of Hawaii*

Co-Chair Bryan Tepper, *Kona Winds Coffee Company*

Secretary Chris Cole, *Marr Jones & Wang*

Treasurer Alan Matsui, *KMH LLP*

Board Members

Jennifer Isobe, *KKDLY LLC*

Charles Loomis, *Alexander & Baldwin, Inc.*

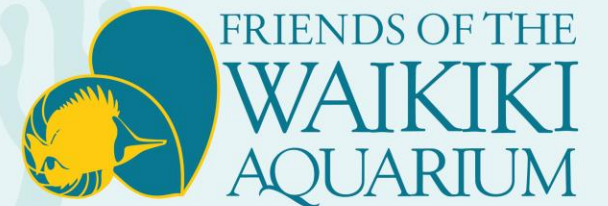
Nancy Taylor, *Watercolorist*

Monica Salter, *Outrigger Hospitality Group*

Lee Higa-Okamoto, *Child & Family Service*

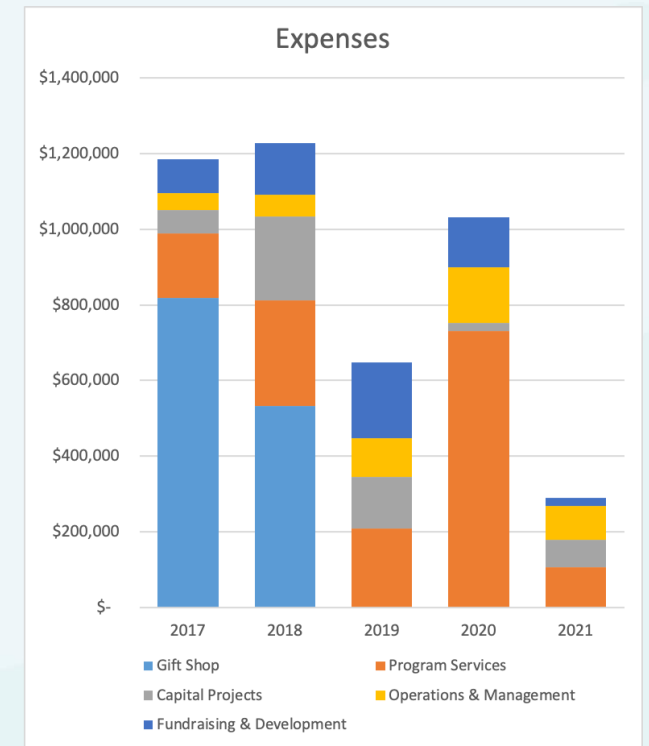
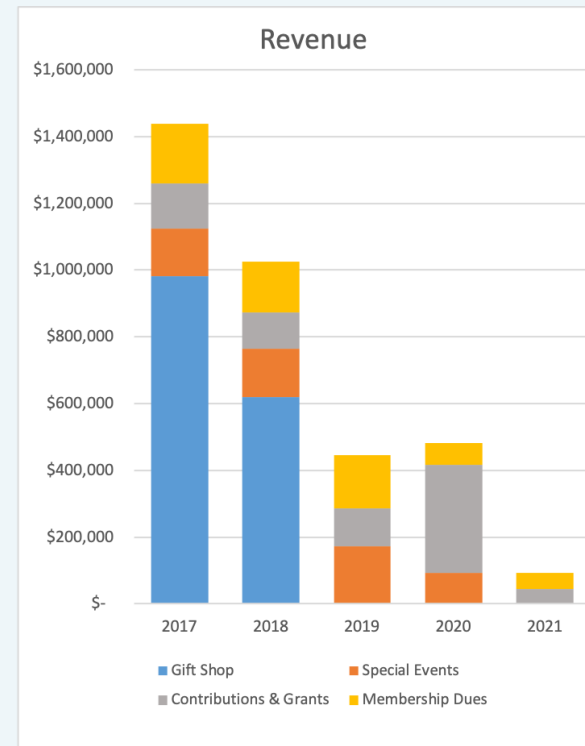
Interim ED

Elizabeth Churchill, *Churchill Group LLC*



2021 FINANCIAL OVERVIEW

- 50% of membership revenues (approx. \$29k) went directly into the Aquarium's operating fund.
- There is a category for Gift Shop, which will be removed from later reports, as oversight shifted from FOWA to the Aquarium in 2019.
- FOWA is operating at a deficit, primarily due to loss of revenue streams caused by the pandemic.

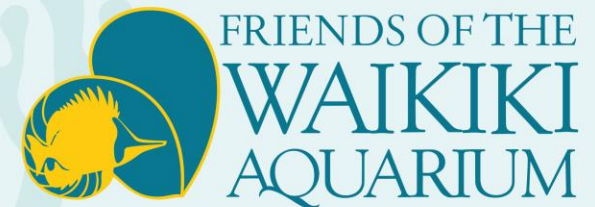


2021 FINANCIAL OVERVIEW (CONT.)

REVENUE		
Category	2020 (Jul '19– Dec '20)	2021 (Jan '21– Dec '21)
Special Events	\$92,229	-
Contributions & Grants	\$325,353	\$44,952
Memberships & Dues	\$63,254	\$48,133
TOTAL	\$480,836	\$93,085

EXPENSES		
Category	2020 (Jul '19– Dec '20)	2021 (Jan '21– Dec '21)
Program Services	\$730,373	\$106,653
Capital Projects	\$22,340	\$71,424
Operations & Management	\$146,829	\$90,322
Fundraising & Development	\$132,683	\$22,133
TOTAL	\$1,032,225	\$290,532

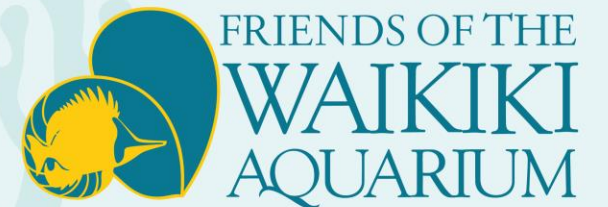
- FYE '20 includes 18 months of operations due to change in year end to Dec 31st.
- Special Events revenues decreased due to the cancellation of events including Ke Kani O Ke Kai in 2020 and 2021.
- Program Services expense in FYE '20 includes \$445,000 provided to the Aquarium for operational costs during shutdown
- Contributions & Grants includes SBA PPP Loan proceeds of \$23,000 and \$21,000 in FYE '21 and '20, respectively. Received full forgiveness for both loans.
- Contributions & Grants also includes generous donations from our members.



2022 NOMINATING & GOVERNANCE

FOWA Bylaws Updates:

- **First amendment of our bylaws in 20 years adopted October 10, 2022**
- **Purpose of amendments:**
 - **Modernize to authorize greener and more efficient practices**
 - **Ratify and conform to existing standards and practices**
- **Records and notices can be electronic to save paper**
- **Records retention practices and policies authorized**
- **Deleted fixed timing for annual members meeting only in October or November**
- **Committees report activities to Board without duplicative burden to keep minutes**
- **Other housekeeping and conforming amendments**



2022 ACTIVITIES



- **Ke Kani o Ke Kai Summer Concert Series** – returned after 3 years!
- **Distinguished Lecture Series** – planned for October but speaker rescheduled to Spring 2023
- **New Members Only Tours** – After hours led by Aquarium Education Department
- **Provided Aquarium with Funds for:**
 - Shark Tank Upgrades
 - Admissions and Membership Annual Software Renewal
 - Employee Appreciation Lunches
 - Annual Employee and Volunteer Holiday Parties

2022 ACTIVITIES

Member & Community Engagement

- **Kilo i'a (bi-annually) and E-Newsletters (monthly)**
- **Marketing Support for Aquarium Events**
 - **118th Birthday**
 - **Beach Cleanups**
 - **Mauka to Makai (Earth Day) Expo**
 - **World Ocean Month**
 - **Paint For Your Soul events**
 - **Halloween Scavenger Hunt**
 - **Makahiki & Hawaiian Games**
 - **Waikiki Laulima on November 19**
 - Food Drive in Partnership with Hawaii Foodbank, Jefferson Elementary & HPD
 - Guests who bring three (3) can donation will receive one (1) FREE Junior admission



LOOKING AHEAD

Continued Member & Community Programs

- Distinguished Lecture Series Spring/Fall 2023
- Members Only Walks (quarterly dates TBD)

Other Support of Aquarium

- Exhibits/Capital Improvement Projects
- Aquarium Activities & Events
- Staff & Volunteer Appreciation

Fundraising – We need your **SUPPORT!**

- Continue Your Membership
- Make a Donation
- Become a Sponsor of Ke Kani O Ke Kai in 2023



November 29, 2022

GIVING TUESDAY

Make a difference today

- Renew your membership at:
<https://www.fowaquarium.org/membership/>
- Give the gift of membership
- Make a donation to FOWA at:
<https://www.fowaquarium.org/donate/>



Mahalo!

Any questions?
Please contact our Membership Department at:
membership@waquarium.org
808.302.5917

