





ANNUAL REVIEW 2021













A LOOK BACK AT 2021





FORT FISHER

424,176 visitors

1,244 Students Hosted 193 Volunteers 10,829 Volunteer Hours

PINE KNOLL SHORES -

390,151 visitors

1,491 Students Hosted **187** Volunteers 6,398 Volunteer Hours





ROANOKE ISLAND

323,762 visitors

121 Students Hosted **129** Volunteers 10,208 Volunteer Hours



JENNETTE'S PIER

173,154 visitors

700 Students Hosted 8 Volunteers 200 Volunteer Hours

LETTER FROM THE CHAIR



HOPE WILLIAMS 2021-23 Board Chair

We are pleased to share this 2021 edition of the Annual Review highlighting another record-setting year for the private, nonprofit North Carolina Aquarium Society. Our work on behalf of the three Aquariums and Jennette's Pier has helped bolster these treasured institutions through challenging times. Your donations, memberships and gift shop purchases provide the financial backing that makes our public-private partnership work. Our Aquariums are statewide leaders in education — not only as visitor destinations but also in their yearround work in conservation — celebrating wild creatures and wild places and actively saving animals from extinction. With more than one million annual visitors, the Aquariums also play a critical role in North Carolina's thriving tourism economy. As partners, we are deeply grateful for your role in making North Carolina's aquariums among the very best public aguariums in the nation. Thank you for your outpouring of support for the North Carolina Aquariums and Jennette's Pier. We look forward to seeing you again!

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NC Aquarium Roanoke Island

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RISING ABOVE THE PANDEMIC:

HOW THE AQUARIUMS BOUNCED BACK FROM COVID CLOSURES







In September of 2020, the NC Aquariums reopened to the public after a six-month closure to help prevent the spread of COVID-19. Navigating a new era of masking and social distancing, Aquarium staff had to be creative in developing innovative ways to continue to welcome, educate and inspire the public while staying safe.

To optimize the customer experience while maintaining the strict safety protocols in place, all four sites implemented new admission practices. The Aquariums began a timed ticketing system requiring guests to purchase their tickets in advance. At Jennette's Pier, a decision was made to utilize a previously inactive outdoor ticket window that allowed customers to head out onto the Pier without having to come through the building.

Even with the new practices, most sites saw attendance increase significantly over pre-pandemic

numbers. The Aquarium on Roanoke Island saw a greater than 11% increase compared to 2019. Because many anglers are loaded down with carts, coolers and long fishing rods, Jennette's Pier staff found that visitors actually preferred the new ticketing method. Ticket sales there increased by 7% from 2019.

Educators adapted their presentations to new guidelines by cordoning off designated areas around the Aquariums for educational talks and ambassador animal experiences at a safe distance. At the Aquarium at Fort Fisher, onsite programs like the new Homeschool Series were held mostly outdoors in the marsh, playground or boardwalk. All locations conducted virtual outreach programs, such as animal cameos, which reached over 8,000 participants.

Each facility was able to develop guidelines to welcome back eager young campers to attend in-person day camps to participate in hands-on learning activities. Over 400 campers took part in these unique educational camp offerings, and

even with updated precautions, reactions were overwhelmingly positive.

"Austin had so much fun at camp and was so excited to get to go each morning," said one parent of an Aquarium at Pine Knoll Shores camper. "He truly had the best experience there and we

really appreciate all you did to make it happen. We will be signing him and his brothers up again next summer..."

The Aquarium Gift Shops saw a record-breaking year. Despite pandemic restrictions and supply

shortages, Gift Shop staff were able to achieve revenue that exceeded \$7 million in 2021, an over 23% increase from the previous record set in 2019.

"We had a great year!" said Jennette's Pier Education Curator Christin Brown. "We were happy to be able to return to what we love

and were successful at creating a safe environment for all to enjoy!"

"We were happy to be able to return to what we love and were successful at creating a safe environment for all to enjoy!"

ACCOLADES RECEIVED IN 2021



The North Carolina Aquariums were collectively named the fourth Best Aquarium in the country in the 2021 USA Today 10Best Readers' Choice Awards. A panel of experts chose the nominees, and winners were determined by a popular vote. According to the contest organizer, "Aquariums put us face to fin with aquatic life from the world's oceans, lakes and waterways in a fun and educational setting. The best aquariums also play a vital role in animal conservation by taking part in rescue efforts and advocating for the environmental health of our oceans."



The NC Aquarium Society was rated in 2021 as a four-star charity by Charity Navigator, their highest rating. Charity Navigator is the nation's largest evaluator of nonprofits, assessing financial health and commitment to accountability and transparency. "Attaining a 4-star rating verifies that North Carolina Aquarium Society exceeds industry standards and outperforms most charities in their area of work. This exceptional designation from Charity Navigator sets North Carolina Aquarium Society apart from its peers and demonstrates to the public its trustworthiness," said Michael Thatcher, president of Charity Navigator in 2021.



In 2021, GuideStar also awarded the NC Aquarium Society with its highest level of recognition, the Platinum Seal of Transparency. GuideStar is the world's largest source of nonprofit information, and the Platinum Seal of Transparency indicates that the Aquarium Society freely shares a wealth of up-to-date organizational metrics and financial information. By taking the time to provide this information, the Aquarium Society demonstrates its commitment to transparency and giving donors meaningful data.

GREENER GIFT SHOPS





According to the International Union for Conservation of Nature (IUCN), over 14 million tons of plastic ends up in the world's oceans every year. Plastic comprises 80% of all marine debris and can cause illness or even death for thousands of species. Much of this plastic is what is considered single-use — used once and then thrown away.

To help with this plastic problem, the NC Aquarium Gift Shops have been diligently working with suppliers to dramatically reduce single-use plastics associated with their merchandise. "We're in regular talks with vendors about making further reductions in the use of plastic packaging, and they're receptive to making changes wherever possible," said Director of Retail Operations Barbara Bayer. Because of these efforts, the sale of items that contained single-use

plastic has decreased by over 58% since 2018. Of the remaining less than 4% of sales that still contain what can be considered single-use plastic, many are storage cases that can be reused.

In addition, the Gift Shops have switched from using plastic to paper bags and offer guests the option to buy a reusable tote to carry their purchases. Many of the popular plushies and children's toys are made from recycled plastics such as milk jugs and soda bottles. The stores even carry jewelry and pens made from recycled plastics. To help guests reduce plastic usage when they return home, each store carries an extensive line of single-use plastic alternatives including reusable straws, sandwich bags, water bottles, insulated mugs, food containers and newly developed mesh bags that collect plastic microfibers shed by clothing during the wash cycle.

The next time you visit an NC Aquarium Gift Shop, take a closer look at the items they offer to see how each purchase supports the facilities' commitment to sustainability. Can't make it to the shop? Many of these items are available online at ncaquariumsociety.com/shop-online/

NEW FISH TILE REPLICA PROGRAM LAUNCHED



Love your fish tile? Now you have the chance to own an exact replica of your personalized Own-A-Fish, Blue Fish or Angler's Club tile. Join us in supporting the NC Aquariums and Jennette's Pier with a tax-deductible donation that will support our work in animal care,

education and conservation. (ncaquariumsociety.com/tile-replica-program/)

Donors who already have a tile may purchase a replica onsite through Visitor Services at one of our four locations or by calling us at 800-832-3474.

New donors may add a replica when you purchase a new Own-A-Fish (ncaquariumsociety.com/own-a-fish/) or Angler's Club tile (ncaquariumsociety.com/anglers-club/).

Replicas are the same size, material and color as the original tile -14 inch Corian, hand cut, polished and engraved. You can own a replica of your tile for a tax-deductible donation of \$200. A replica of your tile embedded in a wood plank is just \$400.

DOMINION ENERGY GRANT SUPPORTS POLLINATOR AND MARITIME FOREST EXHIBITS



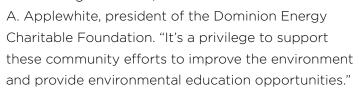






The Aquarium on Roanoke Island is in the process of creating an updated Pollinator Garden and new Maritime Forest Trail thanks to a \$25,000 grant from Dominion Energy. The Aquarium is one of 118 organizations selected for the 2021 Dominion Energy environmental stewardship grants that support projects which preserve, enhance or make nature more accessible.

"These grants support programs and people dedicated to making our world a better, more livable place for our future generations," said Hunter



The Pollinator Garden outdoor exhibit allows guests to observe many types of wild pollinators, including butterflies, bees and hummingbirds. It was recently recognized by the National Wildlife Federation as a Certified Wildlife Habitat and a Monarch Waystation by the Monarch Watch organization. Dominion's grant will expand the exhibit by supporting the

installation of new educational signage and handson activities that focus on the importance of local pollinators and the native plants they rely on to survive.

Additionally, the grant supports the development of a new Maritime Forest Trail located behind the Pollinator Garden which will educate visitors on the

significance of this endangered coastal ecosystem. The trail installation includes the removal of invasive plants and the addition of informative and interactive signs. Maritime forests are a rare habitat

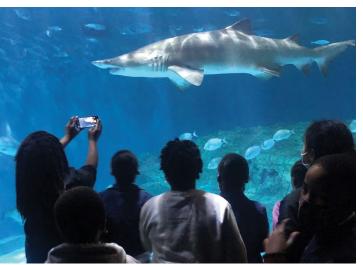
for many coastal species, including the pileated woodpecker, Eastern box turtle and glass lizard.

"Educating the public on the importance of pollinators and conserving and nurturing natural areas, such as our state's maritime forests, are part of what supports the overall mission of the North Carolina Aquariums," says Larry Warner, Director at the NC Aquarium on Roanoke Island. "We are grateful for Dominion's immeasurable support in meeting these goals."



AQUARIUM SCHOLARS

A YEAR OF RESUMING FIELD TRIPS AND OUTREACH PROGRAMMING









The Aquarium Scholars program provides access to science and environmental educational offerings for underserved students in Title I schools across North Carolina. Teachers from Title I schools apply for funding for class field trips to one of the three Aquariums or Jennette's Pier, for Aquarium Outreach which provides school presentations, or virtual learning programs. Aquarium Scholars engages students with fascinating aquatic animals, important environmental and conservation messages and other unique educational opportunities for thousands of students who might otherwise never experience a visit to the Aquariums along the coast.

Following the 2020-21 school year in which the program was conducted entirely by virtual means because of pandemic restrictions, we have been able to return to our preferred method of program delivery through school field trips and outreach programming to schools. Virtual programming remains available for schools unable to travel.

Our 2021-22 application period concluded in September 2021, with grants awarded to 82 schools, 44 of which planned to visit an Aquarium or the Pier through a field trip. Because of some continued uncertainty in schools about the status of field trips and outreach programming for spring 2022, we opened a second application period for schools in December through January. An additional 39 schools were awarded grants, 32 of which were for field trips.

The Aquarium Scholars team has also agreed to make a minor modification in how grants are awarded in the future, broadening criteria for participation to "Title I eligible" schools and not just "Title I designated" schools. The distinction is that many schools with 40% or more students receiving free or reduced lunch are Title I eligible but do not receive the Title I designation due to county-imposed limits on funding. These are often middle and high schools.

The generous funders of the Aquarium Scholars are listed here. Teachers who are interested in applying to participate in the 2022-23 school year may find more information at ncaquariums.com, including criteria, deadlines and the online application (available summer 2022).

2021-22 AQUARIUM SCHOLARS OUTCOMES



2021-22 AQUARIUM SCHOLAR OUTCOMES

Number of Students Served



Total Grant Funding Awarded



Number of Grants Awarded



Field Trips

75

Outreach Visits

28

Virtual Programs

CUMULATIVE OUTCOMES SINCE 2018

Number of Students Served



Total Grant Funding Awarded



Number of Grants Awarded



Field Trips



Outreach Visits



Virtual Programs

219

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COLLABORATIVE CONSERVATION











Six years ago, the NC Aquariums partnered with North Carolina State University's Center for Marine Sciences and Technology, or CMAST, to collaborate on research projects. "This collaboration has been truly successful in meeting the needs of the Aquariums' growing conservation program, while also providing exciting opportunities for young scientists," said NC Aquariums Research Coordinator Dr. Carol Price. A CMAST undergraduate course taught by Dr. Price each spring provides students

with the opportunity to gain hands-on experience in the field and work with a variety of conservation partners, most notably the NC Aquariums.

One such collaboration, Spot A Shark USA, is a citizen scientist project that aims to better understand sand

tiger shark (*Carcharias taurus*) populations along the Atlantic coast. Local recreational divers are asked to photograph any sand tiger sharks they encounter and upload images and locations to the Spot A Shark USA website. Dr. Price's students then patterns visible along the sides of the photographed sharks, allowing them to identify individual sharks. To date, over 2000 sand tiger sharks have been identified, including more than 80 sharks that have been photographed on more than one date. These records help track sand tiger shark movement and behavior over time, providing useful data for future conservation efforts.

use advanced software to map the unique spot

"Mentoring students about how to conduct scientific research is especially rewarding because I know I am fostering the next generation of conservation biologists!" Another project supports gopher frog (Rana capito) conservation in the coastal plain. These frogs are endangered in North Carolina, with less than one-third of the historical population still surviving in a few scattered ponds. The project partners with the North Carolina Wildlife

Resources Commission to collect wild gopher frog eggs then raise them into tiny froglets at NC Aquarium facilities. The froglets are released to the same pond where they were collected, giving the young gopher frogs a predator-free head start to

adulthood, increasing chances for breeding and population recovery. Since 2011, the program has raised and released over 3,000 endangered gopher frogs back into North Carolina waters.

A third project focuses on the crystal skipper (Atrytonopsis quinteri), a small brown butterfly found only along a 30-mile stretch of barrier islands between Fort Macon State Park and Hammocks Beach State Park. As humans developed this area, critical habitat for this butterfly has become fragmented. Students have completed field surveys looking for seaside little bluestem, a plant crystal skippers need to lay their eggs, and volunteer groups have restored over 1,000 new plants where growth was sparse. Conservation partners include NC State University, Michigan State University, the

US Fish and Wildlife Service, North Carolina Sea Grant, the North Carolina Botanical Garden and the Master Gardeners.

None of this conservation work would be possible without the dedication and hard work of the students that have participated in the NC Aquariums' CMAST conservation partnership program.

"Mentoring students about how to conduct scientific

"Mentoring students about how to conduct scientification research is especially rewarding because I know I am fostering the next generation of conservation biologists!" said Dr. Price. "Their work continues to make a real difference in understanding and protecting the species and habitats that make the North Carolina coast a special place now and into the future."

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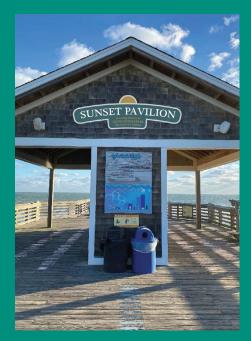
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THE CATCH OF A LIFETIME







Retired couple Rowland and Lyndi Barker loved the Outer Banks and cherished time spent on the oceanside, including walks on Jennette's Pier. Lyndi especially liked watching school-aged children fishing and learning about nature from Pier educators.

Lyndi was a life-long educator, so she could relate to the lessons unfolding about fish biology, protecting sea turtles and ethical angling techniques, Rowland said.

After a lifetime of giving to others, Lyndi was taken early by cancer and left this Earth on July 15, 2021 at age 63.

To help preserve her memory and their ties to Jennette's, Rowland recently sponsored one of two shade pavilions on the Pier in memory of his beloved "Catch of a Lifetime". A new carved sign, still in production, will dedicate the Sunset Pavilion in her honor.

"I'm primarily a surf fisherman but recently bought a condo across the street so I'll be doing more pier fishing," Rowland said.

"My wife was an elementary school teacher for 35 years mostly teaching science and math," he added. "There's a coolness knowing she's associated with that [educational programs]. I did this as a memento to her," he said.

An Angler's Club red fish tile has already been installed on the north side of the pavilion. It's embedded in a pier plank across the top of the bench.

AQUARIUM LICENSE PLATES ALMOST READY TO HIT THE ROAD



In the fall of 2021, the NC Aquariums launched a specialty license plate campaign to create a custom plate available through the NC DMV. In October, a poll showcasing three potential designs created by Aquarium staff was posted to Facebook, which received more than 4,000 responses. The clear favorite, with over 2,500 votes, features colorful sketches of a sand tiger shark, river otter and green sea turtle frolicking atop an aquatic background.

Once the design was selected, the Aquarium Society needed to obtain 500 paid applications before submitting to the DMV for approval. After only a few weeks, the Society soared past the minimum requirement with the support of over 800 applicants. The plate is currently in the approval process with the DMV, but hopes are high that later this year sharks, otters and turtles will be spotted swimming down roadways across the state. Once approved, the specialty plate can be purchased through the DMV for an annual tax-deductible contribution of \$30, which will help fund ongoing conservation, animal care and education programs at the three Aquariums and Jennette's Pier.

COLD STUNNED TURTLES







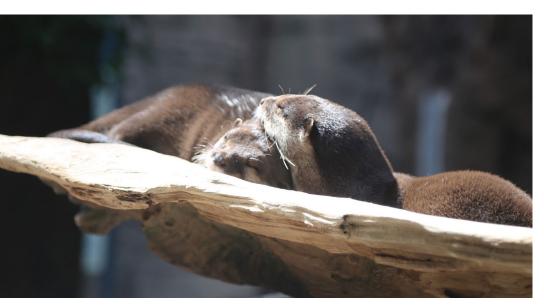
Each year the Aquariums and Pier, in cooperation with many partners and volunteers, locate and treat sick, injured and cold-stunned sea turtles found along the North Carolina shoreline. During 2021, 62 turtles were rescued. Of those, six were loggerhead, 42 green and 14 Kemp's ridley. Their size ranged from a whopping 130 to as small as 2.6 pounds. Sometimes rehabilitation of the turtles takes years before they can be released back into their natural habitat.

When extreme weather changes from warm to cold, the Aquariums can be overrun with sea turtles suffering from a syndrome known as cold stun. Sea turtles caught in water below 50 degrees experience a decrease in heart rate and circulation. This prevents

them from swimming to warmer waters and can lead to shock, pneumonia, frostbite and potentially death.

One shining example of the important work done to save cold-stunned turtles was a little Kemp's ridley that came to the NC Aquarium at Pine Knoll Shores in February 2020. Because of exposure to the cold, the turtle had severe tissue damage and the surface layer of its shell carapace died. New tissue growth takes a long time. As the new skin grew, the scar tissue also needed time to repigment to a darker color. Lighter pigmented turtles are more prone to sunburn and predation. After over a year, the Kemp's ridley received a final physical from the Aquarium veterinary team and was released back into the ocean.

OTTERS ON THE EDGE







Since Otters on the Edge opened at the Fort Fisher Aquarium in 2020, visitors have enjoyed the playful antics of the Asian small-clawed otters, a vulnerable species whose population has declined due to habitat loss, illegal trade and other factors. The exhibit was designed with the intent of accomplishing two missions. First, to help visitors understand the threats these animals face and inspire actions that will benefit both wildlife and wild places. Second, to provide a habitat suitable for Asian small-claw family expansion.

Because this species of otter is territorial and will defend their space from other otter families, the Fort Fisher exhibit was designed to be a home for two separate families of otters, modeling their behavior in the wild. Initially the exhibit only held one family, but in 2021, Fort Fisher began working alongside the Association of Zoos and Aquariums (AZA) Species Survival Plan (SSP) toward accomplishing the goal of increasing the Asian small-clawed otter population by welcoming two new otters in hopes of starting a second family. As part of the process, Triton, one of Fort Fisher's female otters, was sent to the Georgia Aquarium in Atlanta where she was introduced to their male otter Han. Leia, a 2-year-old female from

the Kansas City Zoo, and Quincy, a 7-year-old male from the Greensboro Science Center came to Fort Fisher.

The AZA SSP is a collaborative partnership between accredited zoos and aquariums that coordinates breeding transfer plans to manage genetically diverse, demographically varied and biologically sound populations of animals. The otters can transition between public and behind-the-scenes spaces, receiving excellent care and new enrichments daily to ensure their welfare. "Participating in the Asian small-clawed otter SSP allows us to connect with staff caring for families of otters around the country and identify needs for the larger population of animals in human care," said Hap Fatzinger, Aquarium Director.

Otters are perennial favorites with visitors, not only at Fort Fisher but also at Pine Knoll Shores and Roanoke Island, where North American river otters are the species under care. "These animals help connect our visitors to wildlife, whether it's our native otters, or their Asian cousins," said Andy Gould, Education Curator. "Through their stories, we can share the challenges that otters and other species are facing globally."

JENNETTE'S PIER STAFF RESPONDS TO MARINE MAMMAL STRANDINGS



It's a typical winter Monday afternoon and the black, smart "Whale Phone" rings loudly with the real bell sound of an old-school rotary telephone. This time it's only a telemarketer not a beachgoer reporting a stranded dolphin, whale or a sun-bathing seal.

Jennette's Pier Director Mike Remige monitors this hotline for the Outer Banks Marine Mammal Stranding Network (OBXMMSN) pretty much 24/7 these days.

A handful of staff members at the Pier assist Remige when calls come in, and the team has just entered their sixth year covering the beaches from north Duck to South Nags Head, a span of 30 miles.

On Jan. 28, Remige attended a video conference with representatives of the National Oceanic and Atmospheric Administration (NOAA) who oversee stranding agreements for the federal government.

He said plans are in the works for the Aquariums Division to receive a full stranding agreement from NOAA.

Currently, when a marine mammal does strand, available Jennette's staff members respond to the scene, often assisted by network volunteers. If the animal is deceased, the remains are studied by the N.C. Division of Marine Fisheries and the N.C. State Center of Marine Science and Technology (CMAST). By learning about the animal's condition, researchers can collect information that can be useful in conservation efforts.

To report a marine mammal stranding in Currituck, Dare and Hyde counties, please call the OBX Stranding Response hotline at 252-455-9654. If you are located within Cape Hatteras National Seashore, you may also call Stranding Response hotline at 252-216-6892.

VOLUNTEER SPOTLIGHT:

PHIL DANIELS AND HIS TURTLES



As you wander through the Aquarium on Roanoke Island, it is impossible not to spot some of the handiwork of volunteer Phil Daniels. Phil has been volunteering with his wife Shiela at the Aquarium for three years. While much of their time is spent helping staff care for injured and sick sea turtles in the facility's STAR Center, Phil also utilizes his incredibly diverse skillset to assist with fabrication and repair projects throughout the facility. This includes everything from fixing televisions to constructing a full-scale sunken rowboat model to use as theming in a sea turtle habitat.

"To call Phil Daniels an asset to our team is an understatement. He generously contributes his time, expertise and resources to our Aquarium. Phil is committed to continued learning and takes initiative to find projects that help improve the guest experience," says Volunteer Coordinator Taylor McConnell.

Over the past year, Phil has worked to produce life size replicas of the five sea turtle species found in North Carolina waters. The largest of these models, a leatherback, is over seven feet long and weighs nearly 150 pounds. This immense turtle is now on display suspended from the ceiling outside the STAR Center, with the loggerhead, green, hawksbill and Kemp's ridley sea turtle models to join it soon.

SEA TURTLE STARS

SUPPORT SEA TURTLE CONSERVATION







There's an exciting new way to help sea turtles. You can support the conservation work that the Aquariums do with endangered sea turtles and the care and treatment of sick, injured and cold-stunned sea turtles at the STAR Center by purchasing a plaque on the new Sea Turtle STARs donor wall. It's a perfect way to honor a loved one or show your love for the sea.

Donors are recognized with teal, blue or green turtleshaped plaques mounted along a wall leading into the STAR Center at the NC Aquarium on Roanoke Island. Each plaque features a custom engraved message chosen by the donor. Plaques are available in three sizes and contribution levels based on the species of sea turtle patients most common at the STAR Center: loggerhead (\$1,000), green (\$500) and Kemp's ridley (\$350). A replica is available for an additional donation of \$100.

To learn more, visit ncaquariumsociety.com/ seaturtle-stars

LIFETIME GIVING

GRAND BENEFACTORS

(Gifts of \$1 Million or More)

NC Clean Water Management Trust Fund NC Waterfront Access & Marine

Industry Fund

Pepsi Bottling Ventures/Pepsico Triad Foundation

BENEFACTORS

(Gifts of \$500,000 - \$1 Million)

Dare County Bill & Barbara Dobo Bob & Dot Dobo

Dominion Energy Charitable Foundation

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NC Coastal Recreational Fishing License Program

NOAA - National Oceanic & Atmospheric Administration David & Sydney Womack

GUARDIANS

(Gifts of \$100,000 - \$500,000)

Anonymous

Big Rock Blue Marlin Tournament Burroughs Wellcome Fund The Cannon Foundation

Centura Bank

Drew & Vickey Covert Crystal Coast Tourism

Development Authority Duke Energy Foundation

Mary Whiting Ewing Foundation First Citizens Bank

AJ Fletcher Foundation

General Federation of Women's Clubs of NC

Grady-White Boats

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Bill & Marilyn Hull

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Town of Nags Head Union Concrete

Z. Smith Reynolds Foundation

CONSERVATORS

(Gifts of \$25.000 - \$100.000)

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Bill & Georgia Belk

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Carteret Publishing Company

Coastal Beverage Company Dare County Tourism Board

Tom Davis Fund

Emerald Isle Realty

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Hatteras Yachts Ella Ann L. & Frank B. Holding

Foundation

Arthur & Elaine Johnson Foundation

Art & Alice Keeney

Kelly's Restaurant

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Alex & Carolyn MacFadyen

Sam & Kim McConkey

Monterey Bay Aquarium

Munson Aquatic Conservation

Exhibit Award

National Marine Sanctuary

Foundation

NC GlaxoSmithKline Foundation

NC State University Sea Grant

NEST - Network for Endangered

Sea Turtles

New Hanover County

North Carolina Community

Foundation

Betsy & Mitch Oakley

OceanReef

David O'Loughlin Family

The Outer Banks Hospital

Outer Banks Visitors Bureau Park Foundation

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Wes & Stewart Perry

Walter & Pam Phillips

Lonnie & Carol Lynn Poole

Buddy & Stu Pope

Thomas Reese

Chuck & Bonnie Revelle

Rockett, Burkhead & Winslow

Safari Club International Safrit's Building Supply

Jason & Melody Seely

George Smedes Poyner

Foundation

Smithfield's Chicken 'N Bar-B-Q Southern Bank Foundation

Buck Suiter Family

Mathew & Maureen Sullivan - In Memory of Eugene Sullivan

Sunlite Supply

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Million Minds

Transportation Impact

Triangle Land Conservancy

Twiddy & Company Family

Wachovia Foundation

Gary L. Wagner

Walters Family Foundation

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Wells Fargo Foundation

Yadkin Bank (East Carolina Bank, Vintage South Bank)

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(Gifts of \$5,000 - \$25,000)

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William & Marianne Berry

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Betsy Blackwell & John Watson

Frank & Wendy Block

Marvin & Rebecca Blount

Bluewater GMAC

BMH Architects

Gil Burnett Tim Cafferty - In Memory of

Bill Koehernick

Dan Cameron Family Foundation

John & Ann Campbell

Cape Fear Garden Club

Capital Development Services

Carteret County Sportfishing Club

Carteret-Craven Electric

Membership Cooperative

Craig Castor

CenturyLink

Kay & Ken Chalk

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Kevin W. Yurecka

Cherbec Foundation

Marc & Sissy Chesnutt

Clancy & Theys Construction Coldwell Banker Sea Coast Realty

Community Foundation of Southeastern NC

Cooperative Bank for Savings

Daniel Cowles

The Corcoran Family

Dairy Queen of Goldsboro

Walter Daniels

Discovery Diving

Dive Rite

Ashley Dozier - In Memory of

Graham Dozier

DuPont

Embarq Corporation

William C. Ethridge Foundation

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Ashe B. Exum

First Union Foundation

Florida Aquarium

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Full Send Racing

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Minnesota Zoo Foundation

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Mystic Aquarium

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NCDENR Office of Environmental

Education New England Aquarium

North State Foundation Grea & Laura Nichols

OBX Bank/Monarch Bank Ocean Foundation

Olympus Dive Center
Outer Banks Community
Foundation
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PaverScape Designs
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Alexander & Jennifer Speal Strata Solar Tedder Family

Tennessee Aquarium
Towboat US - Oregon
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Hope Williams &
Tom Bersuder

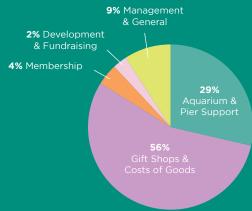
Wooten & Batchelor Families Bill & Lyndia Wright James Gordon Wright Peter & Darlene Young

2021 FUNDING & REVENUE

The Aquariums and Pier's enduring success is thanks to a dedicated staff, enthusiastic volunteers, broad support from state leaders and private support made available through the Aquarium Society. Using an entrepreneurial approach, the Aquariums now fund half of their operational needs from earned revenue and private contributions.

2021 AQUARIUM SOCIETY





REVENUE (Rounded)

Gift Shop Sales
Membership
Contributions, Grants & Scholarships
Concessions & Other Income
Investments, Net
NCA Lease for the PKS Aquarium
Total Revenue

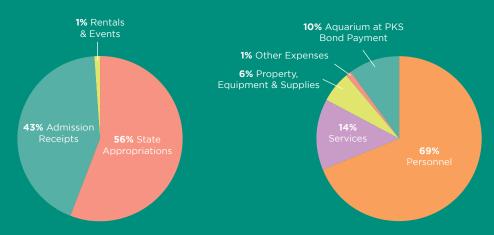
\$7.0 million \$1.6 million \$2.3 million \$400,000 \$500,000 \$1.7 million \$13.5 million

EXPENSES (Rounded)

Aquarium & Pier Support
Gift Shops & Costs of Goods
Membership
Development & Fundraising
Management & General
Total Expenses

\$2.3 million \$4.6 million \$400,000 \$200,000 \$700,000 \$8.2 million

2021 NC AQUARIUMS & JENNETTE'S PIER



REVENUE (Rounded)

Admission Receipts
Rentals & Events
Total Revenue

\$9.5 million \$7.3 million \$200,000 \$17 million EXPENSES (Rounded)

ersonnel \$11.1 million

ervices \$2.1 million

Property, Equipment & Supplies Other Expenses Aquarium at PKS Bond Payment

Total Expenses

\$1.0 million

\$200,000 <u>\$1.6 mi</u>llion

\$16 million

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