The Museum’s year kicked off with a Museum birthday party celebrating a century of service and continued with activities throughout the year commemorating the Centennial. A T. rex Named Sue and Butterflies Alive! made for a blockbuster summer for members and visitors. Celebrating continued with the annual Mission Creek Gala, appropriately named the Big Bang Birthday Bash where $500,000 was raised in support of the Museum and Sea Center’s education programs. The Centennial year provided a wonderful backdrop for the community to demonstrate its incredible commitment and dedication to the Museum. Once again, the Sea Center saw record breaking attendance, welcoming over 100,000 visitors to this beautiful gem poised on Stearns Wharf atop the Santa Barbara Channel. Donations totaled $4.6 million and our membership grew to its highest in decades – 6,191. In addition, Trustees and Campaign Chair Palmer Jackson, Jr. raised $2.4 million to bring the total raised for the Centennial Campaign to $15.7 million by yearend. Thank you to each and every member, patron and supporter for making 2016 the most successful year in the Museum’s history.

Sincerely,

Luke J. Swetland
President & CEO
2016
BY THE NUMBERS

Attendance
Main Campus: 123,473
Sea Center: 112,593
School Visits: 20,456
Total: 256,522

Volunteers
Museum main campus: 510 (32,503 hours)
Sea Center: 285 (14,000 hours)
Total hours: 46,503
Full-time Staff Equivalent: 22

Membership
6,191

OUT OF THE BLUE!
How many total gallons does the Sea Center currently have in its tanks (includes storage & head tanks)?
5,000–5,500 gallons

How many live animals does the Sea Center have in its collections?
About 1000

How many animal species does the Sea Center have in its collections?
About 75

What individual animal has the Sea Center had here the longest?
Calico Bass

What is the turnover time for water to circulate through the Sea Center life support system?
Approximately 100 minutes

How many pounds of seafood does the Sea Center go through to feed the animals?
260 pounds per year
CUMULATIVE GIVING

During 2016 cumulative giving to the Centennial Campaign, Leadership Circles of Giving, Membership, unrestricted support, special projects, and events totaled $4.66 million. We are grateful to those listed here for their generous support.

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**During the summer of 2016, the Museum hosted two exhibits, A T. rex Named Sue and Butterflies Alive! Thank you to the generous donors who helped make this possible.**

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Butterflies
The Museum’s Centennial Campaign is an ambitious effort to raise significant resources that address specific goals in the institution’s strategic plan. We recognize with gratitude those donors who have provided leadership gifts.
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The Mission Creek Legacy Society honors those who have provided a lasting legacy for tomorrow’s generations by including the Santa Barbara Museum of Natural History in their estate plans.

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CENTENNIAL GALA
The Museum celebrated its centennial year at the annual Mission Creek Gala on March 3, 2016. Chair Emily Jones along with their extraordinary committee created a night to remember. The Big Bang Birthday Bash was a unique, once-in-a-lifetime fundraiser, raising more than $500,000 for nature education programs for schoolchildren.

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Jackie Hunt, M.A., Programs Coordinator, Sea Center

Nature Adventures
Ty Chin-Eddy, Ph.D., Nature Adventures Manager
Jesse Baker, Ph.D., Camps Coordinator

School and Teacher Services
Kristen Carne-Smith, School and Teacher Services Manager
Kareen Cowan, School and Teacher Services Assistant
Nancy Williams, School and Teacher Services Specialist
Travis King, School and Teacher Services Specialist
Jessa Nikolai, Nature Collection Librarian
Christine Melvin, Nature Collection Librarian
Sarah Todd, School & Teacher Services Coordinator
Steve Keller, School & Teacher Services Coordinator

EXHIBITS DIVISION
Frank Hein, Director
Francisco Lopez, Exhibits Coordinator
Debra Darlington, Exhibits Manager
Chris Ori, Exhibits Technician
Tony Mangini, Exhibits Technician
Jeremiah Campbell, Exhibits Technician
Michael Carpenter, Exhibits Technician
Ryder Sturt, Exhibits Technician
Nicholas Coron esos, Exhibits Technician

FACILITIES DIVISION
Gary Robinson, M.A., Director
David Higgins, Facilities Manager
Kevin Genovese, Facilities Manager
Larry Bregante, Senior Groundskeeper
Robert Simon, Custodian/ Maintenance Technician
Sal Reyes, Custodian
Jacques Bekker, Evening Custodian
Claudio Varquez, Evening Custodian
Isaac Ortega, Evening Custodian
Barbara Barker, Project Manager, Master Planning

VISITOR SERVICES DIVISION
Amy Carpenter, Director
Kim Zsem bikini, Assistant Manager
Nathan Sheridan, Store Assistant
Krystal Kueger, Store Assistant
Tacy Kennedy, Visitor Services
Jo-Anne McClelland, Visitor Services
Kevin Benson, Visitor Services
Lili Talkin, Visitor Services
Maya Santana, Visitor Services

SEA CENTER
Amanda Allen, M.B.A., Director
Richard Smallwood, Director

Programs and Exhibits
Thomas Wilson, Aquarist
Tyler Haven, Aquarist
Sophia Busch, Volunteer Manager
Shalina Noakes, Volunteer Manager
Sarah Todd, School & Teacher Services Coordinator
Steve Keller, School & Teach Services Coordinator
Cal Moreno, Custodian

Sea Center Interpreters and Visitor Services
Jose Lobato, Ethan Nash, Viviuna Traiz, Lillian Toy, Laura Theiss, Casey Brainerd, Sylar Wilcox, Megan Beasley, Darla Chenin, Erica Schwartz, Stephen Keller

ADMINISTRATION AND FINANCE DIVISION
Luke J. Sweetland, M.A., MLA, President & CEO
Diane Wondolowski, Chief Operating Officer
Carolyn Morthole, President’s Executive Assistant
Pamela Beckley, Accounting Manager
Alice Bourland, Human Resources Advisor
Evie Walla, Human Resources Manager
Rebecca Fagan Coulter, Volunteer Manager
Philip Monroes, Information Systems Manager
Armando Martin del Campo, Information Systems Technician
Garrett Faye-Schwan, Information Systems Technician
Karen Thurber, Assistant Bookkeeper


## 2016 REVENUE & EXPENSES

Condensed FINANCIAL INFORMATION amounts in thousands (000’s)
Statement of Activities year ended December 31, 2016

<table>
<thead>
<tr>
<th>SUPPORT AND REVENUE</th>
<th>2016</th>
<th>2015</th>
</tr>
</thead>
<tbody>
<tr>
<td>Earned</td>
<td>1,819</td>
<td>1,469</td>
</tr>
<tr>
<td>Contributed</td>
<td>7,131</td>
<td>3,032</td>
</tr>
<tr>
<td>Investment income</td>
<td>1,620</td>
<td>-1,485</td>
</tr>
<tr>
<td>Trusts</td>
<td>1,257</td>
<td>-200</td>
</tr>
<tr>
<td>Other income</td>
<td>59</td>
<td>51</td>
</tr>
<tr>
<td>Revenue Centers</td>
<td>621</td>
<td>559</td>
</tr>
<tr>
<td><strong>Total Income</strong></td>
<td><strong>$12,509</strong></td>
<td><strong>$3,626</strong></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>EXPENSES</th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Expenses</td>
<td>7,320</td>
<td>6,878</td>
</tr>
<tr>
<td>Net Excess</td>
<td>$5,189</td>
<td>-$3,252</td>
</tr>
</tbody>
</table>

### Statement of Financial Position

<table>
<thead>
<tr>
<th>ASSETS</th>
<th>2016</th>
<th>2015</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash and cash equivalents</td>
<td>1,525</td>
<td>857</td>
</tr>
<tr>
<td>Grants and pledges receivable</td>
<td>1,088</td>
<td>636</td>
</tr>
<tr>
<td>Other</td>
<td>269</td>
<td>317</td>
</tr>
<tr>
<td><strong>Total Current Assets</strong></td>
<td><strong>2,882</strong></td>
<td><strong>1,810</strong></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>OTHER ASSETS</th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash and cash equiv. Master Planning</td>
<td>5,056</td>
<td>5,056</td>
</tr>
<tr>
<td>Grants and pledges receivable</td>
<td>663</td>
<td>751</td>
</tr>
<tr>
<td>Investments</td>
<td>38,059</td>
<td>38,392</td>
</tr>
<tr>
<td>Interests in trusts</td>
<td>9,412</td>
<td>5,431</td>
</tr>
<tr>
<td>Property and equipment, net</td>
<td>14,379</td>
<td>13,693</td>
</tr>
<tr>
<td><strong>Total Other Assets</strong></td>
<td><strong>67,569</strong></td>
<td><strong>63,323</strong></td>
</tr>
</tbody>
</table>

| TOTAL ASSETS          | **$70,451** | **$65,133** |

<table>
<thead>
<tr>
<th>LIABILITIES AND NET ASSETS</th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Liabilities</td>
<td>1,028</td>
<td>899</td>
</tr>
<tr>
<td>Net Assets</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Unrestricted</td>
<td>16,556</td>
<td>15,909</td>
</tr>
<tr>
<td>Unrestricted - Board Designated</td>
<td>22,113</td>
<td>21,339</td>
</tr>
<tr>
<td>Temporarily Restricted</td>
<td>16,098</td>
<td>10,889</td>
</tr>
<tr>
<td>Permanently Restricted</td>
<td>14,617</td>
<td>10,889</td>
</tr>
</tbody>
</table>

| **TOTAL LIABILITIES AND NET ASSETS** | **$70,451** | **$65,133** |

### 2016 OPERATING REVOLUTIONS

- **EARNED REVENUES**
  - 16% Admission
  - 9% Classes, Camps, Rentals
  - 8% Membership
  - 9% Store
  - 1% Other
  - 43%

- **CONTRIBUTED**
  - 23% Contributions
  - 7% Events
  - 30%

- **ENDOWMENT DRAW**
  - 27%

### OPERATING EXPENSES

- 71% Program Services
- 15% Management and General
- 11% Fundraising
- 3% Membership