



Mote Marine Laboratory | **2011 ANNUAL REPORT**

TODAY'S RESEARCH • TOMORROW'S OCEANS





MISSION STATEMENT

The advancement of marine and environmental sciences through scientific research, education and public outreach, leading to new discoveries, revitalization and sustainability of our oceans and greater public understanding of our marine resources.



When Mote Marine Laboratory opened its doors in 1955, it was located in a one-room building in Placida, Fla., with a staff of two.

Today, Mote's main campus in Sarasota is situated on 10.5 acres and includes research laboratories, classrooms and studios dedicated to education and a public Aquarium that serves nearly 400,000 visitors annually. Additional field stations are located in eastern Sarasota County, Charlotte Harbor and in the Florida Keys.

Mote has 192 staff members, including 33 who hold Ph.D.s, and is supported by 1,665 volunteers whose efforts on the Lab's behalf add up to the equivalent of an additional 101 staff members.

A Letter from the Chairman of the Board and the President & CEO

Dear Friends,

At the close of the year, we sometimes like to take stock of where we've been by looking at the numbers. In 2011, Mote Marine Laboratory and Aquarium:

- Had 206 total staff, including 101 members of our research team (33 doctoral-level scientists);
- Published (or were in the process of publishing) 76 articles in scientific journals and other publications;
- Hosted 360,000 visitors to Mote Aquarium and reached another 310,000 through Mote Mobile, our traveling exhibit, and our offsite aquariums;
- Was fortunate to receive 203,692 donated hours of work by 1,665 volunteers — a value estimated at \$4.48 million and equivalent to 101 full time staff;
- Taught 158 college and 29 high school interns and reached another 22,500 students and families served through our educational outreach programs.

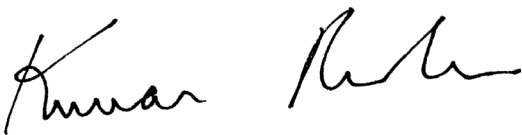
But 2011 was more than just tallying numbers of past accomplishments. We spent a lot of time contemplating the future of the organization and discussing the best ways to position Mote Marine Laboratory and Aquarium to be as successful in the next 50-plus years as it was in its first half-century.

Coming on the heels of several economically lean years, we knew we needed to refine our mission, reinvigorate an already stellar research enterprise and maintain a sound financial strategy that would allow us to continue to meet our goal of being among the most creative and fruitful research enterprises in the world.

The result is the *2020 Vision and Strategic Plan*. We believe this roadmap for Mote's future follows an already strong course laid out by the Lab's founders and former leaders, as well as the scientists who have helped charter the path we're on. We believe it also opens the door for nurturing a new generation of scientific and educational leaders who will continue to help Mote have a positive impact on our human society, environment and natural resources.

We are continually amazed by the high quality and deep passion of people who make up the Mote family — whether they are staff, volunteers or Board members — and believe the *2020 Vision and Strategic Plan* will continue to allow us all to be successful and progressive in our future endeavors.

The following pages provide some of the key highlights from actions we've already undertaken to implement our new strategic plan; should you be interested in reviewing the full plan, please visit www.mote.org/aboutus or contact our Development Office for a copy.



Kumar Mahadevan, Ph.D.
President and CEO



Robert E. Carter
Chairman, Board of Trustees



The Research Vessel Eugenie Clark supports many marine research missions at Mote Marine Laboratory and Aquarium, including studies dedicated to sharks, spotted eagle rays and even the deployment of underwater robots designed to seek out the organism that causes Florida's red tide and look for other marine disturbances.

Strategies: A Vision for 2020 and Beyond

The biggest — and most important — undertaking at Mote Marine Laboratory and Aquarium in 2011 was the finalizing and unanimous Board of Trustees approval of a new strategic plan designed to position the organization to be successful in coming decades.

This document, called the *2020 Vision and Strategic Plan*, is a road map for Mote's future that identifies the priorities that will allow us to remain competitive and in a leadership position in several key areas, including marine and coastal research, especially as it relates to conservation and sustainable use of natural resources, attracting and nurturing high-quality professionals, capitalizing on our intellectual property and positively impacting human society and the marine environment.

As an independent, nonprofit, mission-based organization, Mote's greatest strength has been our ability to define our own agenda and research based on our communities' needs and our scientists' expertise. But for Mote's diversified 2020 enterprise to support a technically capable workforce, we must also strive to be agile and resilient to the external forces of economic conditions; we must secure resources for our financial stability if we are to be able to adapt to the changing economic, scientific and legal environment in the 21st century.

An important aspect of Mote's *2020 Vision and Strategic Plan* is a definition of our four key priorities and the setting of near-term goals for each that will enable us to achieve our vision.

KEY PRIORITIES

Mote's core values have always focused on leadership in marine resource conservation and enhancement, stewardship, ethical integrity and service to our communities. We believe the following priorities will maintain that tradition and serve us well into the future:

- Significantly increase Mote's ability to conduct world-class research with an emphasis on conservation, sustainable use and the environmental health of marine and coastal biodiversity, habitats and resources;
- Ensure the long-term prosperity of the research enterprise through focused staff recruitment and nurturing programs;
- Translate and transfer science and technology development to positively impact human society and the marine environment;
- Deliver responsible marine conservation and sustainable-use focused public service to local, regional, state, national and international communities.

NEAR-TERM GOALS

As soon as the *2020 Vision and Strategic Plan* was in place, we began the hard work of meeting our goals. While it will be several years before we are able to realize all of them, some are well under way. On the following pages, we showcase some of these efforts. For a full look at Mote's plans for our future, we invite you to review the *2020 Vision and Strategic Plan* at www.mote.org/2020vision.



PRIORITY ONE

Significantly increase Mote's ability to conduct world-class research with an emphasis on conservation, sustainable use and the environmental health of marine and coastal biodiversity, habitats and resources ... by developing and implementing multi-institutional and/or multi-discipline national or international marine research initiatives.



Two of America's leading forces for environmental education and conservation — the National Wildlife Federation and Mote Marine Laboratory — agreed to a long-term partnership advancing science-based conservation and sustainable use programs related to marine biodiversity, healthy habitats and natural resources.

Above, Larry Schweiger, President and CEO of the National Wildlife Federation, and Dr. Kumar Mahadevan, President and CEO of Mote, sign the agreement.

ACHIEVING SUCCESS THROUGH STRATEGIC ALLIANCES

The overwhelming majority of marine laboratories around the world are either part of universities or owned by national or state governments. There are few like Mote — a wholly independent nonprofit organization able to nimbly respond to rapidly evolving local and regional needs and threats related to marine resources.

That also means Mote is solely responsible for securing financial resources to undertake its mission, without the umbilical support that would be provided if we were part of a university or governmental agency.

But today's scientific landscape is changing: there is increased competition for grant funding even as the cost of undertaking scientific research is growing.

Fortunately, an entrepreneurial spirit has long been ingrained in Mote's culture and we have used this trait to begin exploring new ways to work with other organizations by developing strategic alliances that support our mission.

In 2011, Mote and the National Wildlife Federation launched a five-year partnership to collaborate on projects to protect coral reefs and other marine ecosystems. The effort will especially target threats to reefs from climate change, including problems associated with ocean acidification.

On an international level, we formed collaborative agreements with the University of Jordan (Aqaba, Jordan) and King Abdulaziz University (Jeddah, Saudi Arabia) to promote sustainable use of marine and coastal resources in the Gulf of Aqaba, Red Sea, Gulf of Mexico and the Florida Keys. Another collaborative agreement, with the University of West Indies will promote research in the Caribbean Sea to better understand coral reef ecology, ocean acidification and climate change impacts.

Mote is also a key partner in the Tri-National Initiative, which brings scientists from the U.S., Mexico and Cuba together to look at the health of our shared marine animals and ecosystems, including coral reefs, sharks, sea turtles, marine mammals and more.



This group photo was taken during the 2006 Trilateral Initiative meeting of Cuban, U.S. and Mexican researchers. Working on special projects each year, including 2011, representatives from each country continue to share information and research on the bodies of water each nation shares.



▲ Attracting young, bright minds to carry on the next generation of marine science research continues to be a priority at Mote. Left is Dr. Erinn Muller and right is Dr. Jayne Gardiner, the first post-doctoral staff members recruited under Mote's new fellowship program.

PRIORITY TWO

Ensure the long-term prosperity of the research enterprise through focused staff recruitment and nurturing programs ... by establishing new fully-funded two-year post-doctoral fellowship positions.

STRATEGIC RECRUITMENT

In scientific research, one of the key career development steps for the next generation of researchers is through post-doctoral experience. These “first jobs” after students obtain their doctorate degrees give them the opportunity to transition from being students to establishing their own independent and innovative research programs. By partnering with more seasoned researchers, post-docs receive mentoring to guide the development of skills essential for their future professional growth and success.

These young post-doctoral researchers — and the 21st Century vision they bring to science — are critical for true innovation that changes the way we understand and are able to positively impact the world.

Over the last few years, about a dozen research positions at Mote have been filled by young scientists and, in 2011, we created the formal Mote Post-Doctoral Fellowship Program as part of our *2020 Vision and Strategic Plan*. This program provides funding and mentorship for the fellows for two years so that they may conduct their own unique research projects.

DR. ERINN MULLER, 31, became interested in science by reading about oceans as she was growing up in Bath, N.Y. A trip to Marineland in Canada really sparked her interest and today she studies coral reef ecosystems. She calls the Mote Post-Doctoral Fellowship her dream job.

“I have the freedom to pursue new ideas, explore alternative avenues, and have opportunities to share my research with the public,” Muller says. “Other post-doc positions do not provide the kind of flexibility I have at Mote, which is unfortunate because the best research comes from those with fewer boundaries. Accepting the post-doctoral fellowship at Mote is an opportunity of a lifetime.”

Working at Mote gives Muller access to and guidance from mentors, who are playing a critical role in her experience. “I work with some of the top researchers in marine science and learn from them every day. I hope to contribute to their research as much as they have already contributed to mine.”

DR. JAYNE GARDINER, 32, found her love of the outdoors and biology during fishing trips and in keeping pet fish as a child in Fredericton, New Brunswick, Canada. Watching the fish behave led to her interest and current studies in the sensory systems of animals, particularly sharks, and how they use vision, smell, hearing, touch, electrosenses and even lateral lines to navigate their natural environments.

“This fellowship provides the freedom and the funds to pursue my own interests,” Gardiner says. “Mote’s facilities are exceptional — the area where we study sharks is the largest of its kind in the country and the only place where behavioral studies of this scale can be accomplished.”

And working at Mote allows Gardiner to focus on research — instead of fulfilling academic requirements as in a university setting. “Mote faculty focus entirely on research but are also able to help educate the next generation of scientists by providing hands-on research opportunities to student interns and to broadcast their results to the public via Mote’s education programs and the Mote Aquarium. I like being a part of that.”



PRIORITY THREE

Translate and transfer science and technology development to positively impact human society and the marine environment ... by increasing public experiences for marine conservation connections and impressions.



A new limited-engagement exhibit of African penguins — which face some of the same threats as the marine animals in the Gulf of Mexico — brought many new visitors to The Aquarium at Mote Marine Laboratory in 2011. This special exhibit also helped us give Mote Members and previous guests a new reason to visit again and re-engage in marine conservation. It also offered the opportunity to showcase Mote research with endangered and threatened species and climate change impacts.

STRATEGIC PENGUIN DEPLOYMENT

Whether it's their dashing attire or silly walk, The Aquarium at Mote Marine Laboratory knows that penguins are a major attraction, thanks to the success of Penguin Island, our first limited-engagement exhibit.

The opening of this exhibit, which featured African, or black-footed, penguins native to South Africa, was designed to help us draw new visitors to The Aquarium and increase the opportunities for public engagement in marine issues — a core Aquarium mission. Nearly 400,000 guests visited Mote Aquarium in 2011.

Endangered in the wild, black-footed penguins (*Spheniscus demersus*) face some of the same threats as marine life in the Gulf of Mexico — lack of food due to overfishing and environmental changes, oil pollution, habitat destruction and sea-level rise.

By showcasing a far-away species that faces the same risks as many of our marine animals, The Aquarium was able to highlight the importance of working globally for marine conservation using penguins as handsomely attired ambassadors.

The Penguin Island opening marked the first of many planned limited-engagement exhibits to be featured in The Aquarium and provided a foundational structure for future displays. In addition to attracting new visitors, the rotation of temporary exhibits will add value to our Membership and other programs.



◀ An animal care expert from The Aquarium at Mote Marine Laboratory gets to know some of the African penguins that would be visiting Sarasota from their permanent home at Six Flags Discovery Kingdom in California.



A summer camper holds up a sand dollar collected during a hands-on program. By helping kids immerse themselves in the environment, our expert educators help spark a love for marine conservation, as well as science, math, engineering and technology.

PRIORITY FOUR

Deliver responsible marine conservation and sustainable-use focused public service to local, regional, state, national and international communities ... by increasing the number of presentations by Mote educators and scientists to policy makers and elected officials and by increasing the number of students served through Mote's educational programs.

STRATEGIES FOR OCEAN LITERACY

Many of today's leading marine scientists, oceanographers and ecologists received their scientific spark at a marine laboratory or public aquarium. Mote's own founding director, Dr. Eugenie Clark, received her inspiration to become a marine scientist during visits to the New York Aquarium at Battery Park. Since Mote opened its doors, we have invited and supported thousands of young researchers to investigate the marine world and excited their passions for the oceans. Mote's unique public outreach and education programs have also inspired and educated thousands of minds — young and old alike — to become better stewards of our coastal environment.

But Mote's role in educating the public doesn't stop there; it extends to educating today's resource managers and elected officials in order to inform policy and provide a scientific basis for decisions that affect the use and conservation of our natural resources.

In 2011:

- Mote hosted two national scientific conferences — one focused on the need for greater protections of important marine resources in the Gulf of Mexico following the Deepwater Horizon oil rig explosion (“Beyond the Horizon”) and the second focused on sea level rise.
- Briefed a number of elected state and federal representatives, including Senators Nancy Detert and Alan Hays, Representatives Ray Pilon, Trudi Williams, Greg Steube and Jim Boyd and U.S. Congressman Vern Buchanan.
- Reached 22,500 students and families in school programs, summer camps, internships and other on-site programming and hosted 158 college interns and 29 high school interns.
- Were supported by 1,600 volunteers, who continued to dedicate their time and expertise in all areas of the Lab; four volunteers received awards for dedicating 30 years of volunteerism to Mote.
- Became one of nine new SciGirls Connect Museum Affiliates selected from across the U.S. to participate in this five-year initiative funded by the National Science Foundation and aimed at encouraging girls to participate in Science, Technology, Engineering and Math (STEM).



In 2011, Mote educators reached 22,500 students and families through a variety of programs, including distance learning, summer camp, workshops and special lectures.



REHABILITATION & RELEASE

▲
An orphaned bottlenose dolphin calf spent three months at Mote's Dolphin and Whale Hospital. The dolphin, nicknamed "Taz," was found in January at the J.N. Ding Darling National Wildlife Refuge on Sanibel Island. Because the 6-month-old dolphin was found motherless, the National Marine Fisheries Service (NMFS) — which oversees the care and protection of wild marine mammals — determined that he could not survive on his own if returned to the wild. Taz received round the clock care for nearly 1,000 hours at Mote. In February, NMFS found Taz a permanent home at the Indianapolis Zoo., where he is thriving today.



(Top left) Hospital staff work with "Dante," a melon-headed whale brought to Mote for rehabilitation. After being stabilized, the animal was transferred to another facility.

(Top right) This turtle, an endangered Kemp's ridley nicknamed "Johnny Vasco da Gama," was found stranded in 2008 in the Netherlands and rehabilitated in Portugal. The turtle was brought to Mote in November to complete its recovery and to be outfitted with a state-of-the-art satellite tracking system. The turtle returned to the wild in December.

(Bottom left) "Catch," a loggerhead sea turtle, was released on Lido Beach after being successfully treated for wounds caused by a boat strike.

2011: RESEARCH HIGHLIGHTS

Throughout its history, Mote has distinguished itself by integrating its research efforts with K-12 educational programs and education and outreach to the general public of all ages. This winning combination sets Mote apart from its peers worldwide and makes the Lab and Aquarium a perfect Southwest Florida gem.

In 2011, Mote's educators continued to foster science and ocean literacy, helping people of all ages make responsible conservation choices. We reached 22,500 students and families through school programs, summer camps and other on-site programming. Mote also fostered the educational development of students by supporting internships for 158 college students and 29 high schoolers.

Another 1,665 area residents also volunteered at Mote, sharing their time and expertise with the community through their roles as docents or behind-the-scenes staff and even research assistants in the Lab. In all, they donated 203,692 service hours, for a value of \$4.48 million. Four volunteers were also recognized for performing 30 years of service to the organization — amazing dedication that is surpassed only by Mote's own commitment to performing marine and coastal research today that will continue to have a positive impact on our oceans for decades to come.

Despite a stagnant economy in 2011, Mote's researchers attracted nearly \$8 million in new grants, contracts and sponsored projects on a wide range of critical studies to the region, supporting the area's economy. Our efforts resulted in dozens of journal publications, articles for popular media, book chapters and textbooks in review or press. Some of these efforts are highlighted here.



In 2011 — despite a stagnant economy — Mote's researchers attracted nearly \$8 million in new grants, contracts and sponsored projects on a wide range of critical studies to the region which also helped to support the regional economy.

FIGHTING CANCER

Laboratory experiments conducted at Mote have already shown that human cancer cells exposed to a medium conditioned with shark immune cells stopped growing and that normal human cells exposed to the same medium were largely unaffected.

Mote researchers and their colleagues continued working to understand the biological mechanisms that allow the shark-cell conditioned medium to inhibit the growth of cancer cells. Results indicate that the shark immune cells may be inducing the cancer cells to turn on enzymes that result in their own death, known as apoptosis. This research could one day lead to new cancer treatments or treatments that better target cancer cells in humans.

NEW STUDY OF WOUND HEALING IN STINGRAYS AND RELATED SPECIES

The U.S. Department of Defense awarded a \$1.3-million grant to Mote and several of its research partners in February for a new three-year study of wound-healing in stingrays and related species, with the goal of finding new infection-fighting substances that could help injured humans — especially members of the military wounded in combat — heal. This work follows on the ongoing cancer studies being conducted.

Mote scientists have been sampling the protective mucus found on the skin of two stingray species and have begun to characterize its composition, specifically proteins and symbiotic bacteria. This is the first step in their mission to find infection-fighting substances and to learn why stingrays and related species heal quickly and cleanly.

MOTE LEADER HONORED

Mote honored President and CEO, Dr. Kumar Mahadevan, in March for his 25th anniversary at the helm. Dr. Mahadevan's guidance has allowed Mote to break critical new ground in marine science, conservation, education and outreach.



ONE YEAR AFTER DEEPWATER HORIZON, MOTE'S RESPONSE STILL STRONG

As the April 20 anniversary of the Deepwater Horizon oil spill approached, Mote scientists continued several long-term research projects investigating the spill's effects on marine life in the Gulf of Mexico, including sharks and other large pelagic species. On May 11-13, Mote's Sarasota, Fla., campus hosted Beyond the Horizon — a discussion of a potential network of special ocean places to help strengthen the ecology, economy and culture of the Gulf.

PROTECT OUR REEFS LICENSE PLATE FUNDS NEW GRANTS

A grants program funded by Florida's Protect Our Reefs license plate and administered by Mote awarded 11 grants totaling \$274,000 in June for coral reef research, conservation and education.

The Protect Our Reefs Grants Program, now in its sixth year, has provided \$2.3 million in funding support for 94 projects, including studies published in top peer-reviewed journals like *Science*.



SCIENTIST TO LEAD INTERNATIONAL GROUP

The world's largest aquaculture organization chose Dr. Kevan Main — a pioneer in sustainable aquaculture at Mote — as President-Elect. The World Aquaculture Society, which advances progressive and sustainable aquaculture through members in about 100 countries, inaugurated Main during its annual meeting in June in Brazil.

BONE COLLECTION EARNS NATIONAL SCIENTIFIC HONORS

The dolphin and whale bone collection at Mote was accredited in June by a nationwide mammal research society, which called the collection's scientific value unsurpassed. The accreditation is the highest seal of approval that such collections can receive and marks the quality and scientific value of the collection. The Ruth DeLynn Cetacean Osteological Collection, which holds 650 bone specimens from 17 species of cetaceans (dolphins and whales), earned accreditation through a detailed inspection by the American Society of Mammalogists.



SCIENTIST COMPLETES NEW GUIDE TO NORTH AMERICAN SHARKS

Dr. José I. Castro, one of the world's leading shark experts, published the most complete field guide to North American sharks more than 25 years ago. In June 2011 he unveiled *The Sharks of North America*, which provides an even more comprehensive look at one of the ocean's most interesting predators. The book, published by Oxford University Press, provides a comprehensive account of 135 shark species with unrivaled authority and aesthetic detail.

MOTE BEGINS STUDY OF CATCH-AND-RELEASE SHARK FISHING

In August, the National Oceanic and Atmospheric Administration awarded Mote a \$192,000 grant to study how sharks fare after anglers release them — critical knowledge that will help resource managers maintain healthy shark fisheries.

MOTE RECEIVES NEW GRANT TO ADVANCE STUDY OF CORAL REEF HEALTH

The Dart Foundation awarded a \$180,000 grant to Mote in September for research designed to give coral reefs a fighting chance against the global threats of climate change and disease.



SEA TURTLE RESEARCH MILESTONE

The 2011 sea turtle nesting season wrapped up on the 35 miles of beach that Mote’s Sea Turtle Conservation and Research Program monitors each year. This year also marked the Program’s 30th year of monitoring sea turtle nesting on Southwest Florida’s beaches. During the season, three of our satellite-tagged loggerhead females were tracked to the Gulf oil spill region. Samples collected from these turtles’ nests may prove valuable for future research.

During its 30-year history, the Program has:

- Monitored 27,543 sea turtle nests on 35 miles of beach
- Documented 24,942 false crawls (adult females that return to sea without nesting)
- Protected 5,388 nests from predators
- Tagged 4,038 nesting turtles
- Protected 2,088,865 turtle eggs
- Documented the births of 1,499,946 sea turtle hatchlings

FISHERIES SCIENCE TAKES CENTER STAGE AT TWO INTERNATIONAL SYMPOSIA

The 8th International William R. and Lenore Mote Symposium, presented Nov. 8-10 by Florida State University (FSU) and Mote Marine Laboratory, drew scientists, conservationists and resource managers

from about a dozen countries to explore how marine species interact and what the implications are for fisheries management and conservation — from invasive lionfish in the Caribbean to the depleted cod fishery of New England and other issues worldwide.

The Fourth International Bonefish and Tarpon Trust Symposium on Nov. 11 and 12 in Dania Beach, Fla., drew top fisheries scientists and renowned anglers from around the world to discuss three of Florida’s most beloved sport fish — tarpon, bonefish and permit — and new research about them.

MOTE SCIENTISTS STUDY OIL EFFECTS ON GULF SHARKS, TUNAS, BILLFISHES

Mote scientists and collaborators gathered samples from large sharks and other large migratory fishes during an October research cruise about 120 miles off Southwest Florida’s coast to look for long term impacts of the Deepwater Horizon oil spill.

This Mote-led study is investigating whether traces of oil are present in the animals’ blood, muscle or organs and whether the oil has affected their immune systems, fertility or DNA.

The project is supported by the Florida Institute of Oceanography through a research grant funded by BP and by the Guy Harvey Ocean Foundation.

Strategic Success Depends on Support



Robert W. Fiedler, Sr., knew a good investment when he saw one. In the 1950s, he began making small investments in the stock market, including Walt Disney stock. While he watched his investment grow, the Largo, Fla., resident and retired military man lived modestly and enjoyed dancing with his friends at the local VFW.

Mr. Fiedler had a strong desire to help feed the world and he saw fish farming and stock enhancement as one way to help do that. During one visit to the Lab, Mr. Fiedler — who was an aquaculture farmer in Virginia — met Dr. Ken Leber, who leads Mote's stock enhancement studies. That's when Mr. Fiedler began making donations to Mote Marine Laboratory and Aquarium. Through the years, his support helped fund Mote fisheries research and education programs.

When Mr. Fiedler passed away in 2011, his will included a very generous gift to Mote that will allow us to continue building on his legacy and grow the investment he made in our programs.

Mote Marine Laboratory and Aquarium is proud to recognize Mr. Fiedler — and all of our 2011 donors — and thankful for their investment in our future.

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Johnson & Johnson Family of Companies
Microsoft Matching Gifts Program
Morgan Stanley Annual Appeal Campaign
Pfizer Foundation Volunteer Program

FINANCIAL REPORT

MOTE MARINE LABORATORY, INC. AND SUBSIDIARIES
 CONSOLIDATING STATEMENT OF FINANCIAL POSITION
 DECEMBER 31, 2011 AND 2010
 (SUMMARIZED COMPARATIVE TOTALS ONLY)

	2011 Consolidated Total	2010 Consolidated Total
<u>Assets</u>		
Cash and cash equivalents	\$ 2,146,235	\$ 2,216,029
Accounts receivable	2,145,120	1,487,032
Due from Mote Marine Foundation, Inc.	21,086	1,242
Bequest receivable	33,187	185,000
Pledges receivable	32,942	32,942
Inventory	3,076,969	3,672,176
Prepaid expenses and other assets	106,815	88,321
Donated assets held for sale	79,250	41,805
Patents, net	48,915	14,806
Land	7,498,190	7,498,190
Construction in progress	-	37,925
Property and equipment, net	19,668,108	21,078,082
Beneficial interest in the net assets of Mote Marine Foundation, Inc.	<u>13,406,501</u>	<u>10,178,400</u>
Total Assets	<u>\$ 48,263,318</u>	<u>\$ 46,531,950</u>
<u>Liabilities and Net Assets</u>		
Liabilities		
Accounts payable	\$ 638,285	\$ 520,675
Accrued payroll	765,415	724,842
Memberships relating to future periods	672,873	557,908
Funds advanced on research programs	2,653,062	2,248,252
Line of credit	4,518,406	3,748,406
Notes payable	<u>5,380,963</u>	<u>5,640,063</u>
Total Liabilities	<u>14,629,004</u>	<u>13,440,146</u>
Minority Interest in MESI	<u>1,328,624</u>	<u>1,652,599</u>
Net Assets		
Unrestricted	17,878,361	20,055,963
Temporarily restricted	5,725,344	2,683,740
Permanently restricted	<u>8,701,985</u>	<u>8,699,502</u>
Total Net Assets	<u>32,305,690</u>	<u>31,439,205</u>
Total Liabilities and Net Assets	<u>\$ 48,263,318</u>	<u>\$ 46,531,950</u>

The Statement of Financial Position and the Statement of Activities included are excerpts from our complete set of financial statements audited by Kerkerling Berberio & Co., PA., for the years ended Dec. 31, 2011 and 2010. The complete set of audited financial statements can be obtained from Dena Smith, Chief Financial Officer or downloaded from www.mote.org/2011audit.

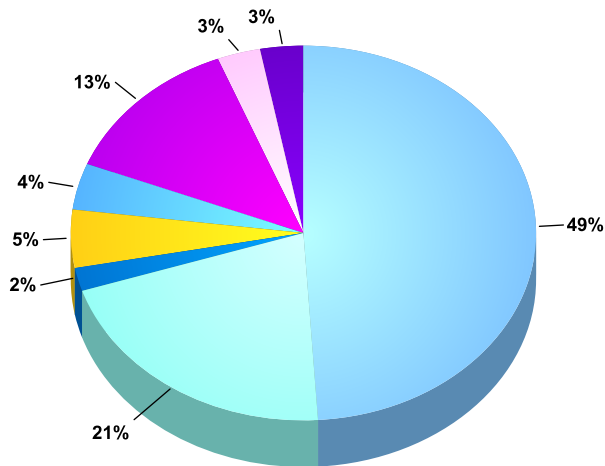
FINANCIAL REPORT

MOTE MARINE LABORATORY, INC. AND SUBSIDIARIES
 CONSOLIDATING STATEMENT OF ACTIVITIES
 YEAR ENDED DECEMBER 31, 2011 AND 2010
 (SUMMARIZED COMPARITIVE TOTALS ONLY)

	2011 Consolidated Total	2010 Consolidated Total
Support, Revenue and Reclassifications		
Program revenue		
Research revenue		
Federal	\$ 3,492,213	\$ 2,593,056
State	1,752,218	1,738,987
Other	3,074,638	2,988,104
Aquarium		
Admission fees	2,624,824	2,530,306
Gift shop	1,114,245	1,038,395
Other	339,579	358,598
Fish and caviar sales	1,079,397	592,968
Memberships	704,851	767,357
Education	457,522	685,696
Protect Our Reefs-License Plate	970,655	1,033,218
Other programs	618,405	627,073
Contributions		
Construction	-	53,603
Aquarium	28,245	91,032
Other programs	1,829,830	2,048,370
Non-cash contributions	741,357	303,125
Grants from Mote Marine Foundation, Inc.	456,998	377,031
Investment income	11,395	19,889
Unrealized (loss) gain on investments, net	(770)	1,386
Realized loss on investments, net	(149)	(1,248)
Realized gain on disposal of assets	18,010	16,570
Change in net assts of Mote Marine Foundation, Inc.	3,228,101	548,317
Total support, revenue and reclassifications	<u>22,541,564</u>	<u>18,411,833</u>
Expenses		
Cost and expenses		
Cost of products sold	972,249	263,022
Processing and packing	111,353	84,118
Selling, general and administrative	31,314	14,698
Abnormal losses	-	114,616
Other	292,577	242,682
Program services		
Research	9,874,734	8,543,100
Education	688,355	897,881
Aquarium	3,830,021	3,504,904
Protect Our Reefs-License Plate	974,954	1,036,126
MAP facility operations	1,396,559	1,131,067
Other	843,861	733,356
Supporting services		
Administrative and general	1,809,285	1,916,173
Fund raising	1,173,792	1,141,549
Total expenses	<u>21,999,054</u>	<u>19,623,292</u>
Increase (decrease) in net assets before minority interest	542,510	(1,211,459)
Minority interest in MESI	<u>323,975</u>	<u>222,642</u>
Increase (decrease) in net assets	866,485	(988,817)
Net assets at beginning of year	<u>31,439,205</u>	<u>32,428,022</u>
Net assets at end of year	<u>\$ 32,305,690</u>	<u>\$ 31,439,205</u>

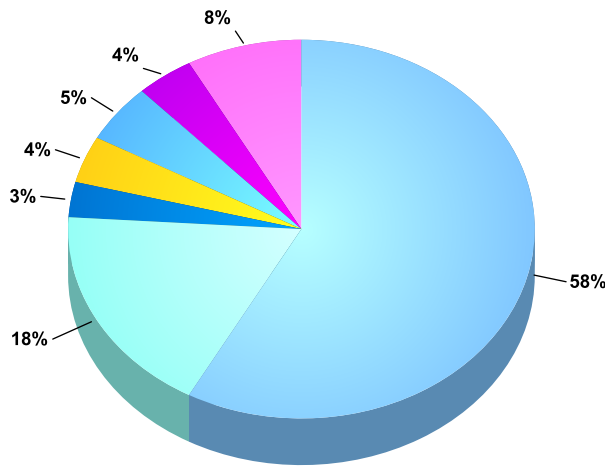
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FINANCIAL REPORT



Mote Marine Laboratory & Subsidiaries Revenue 2011*

- Research
- Aquarium
- Education
- Protect Our Reefs
- Memberships
- Contributions
- Other Programs
- Mote Foundation Grants & Investment Income



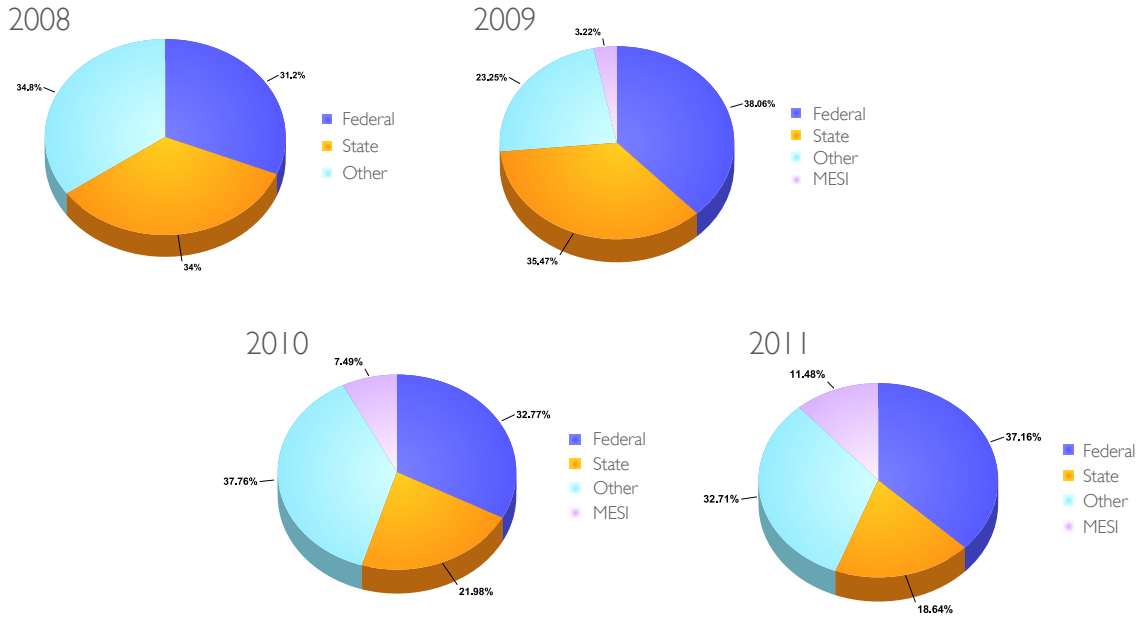
Mote Marine Laboratory & Subsidiaries Expenses 2011*

- Research — Direct & Indirect
- Aquarium
- Education
- Protect Our Reefs
- Fundraising
- Other Programs
- Operations / G&A

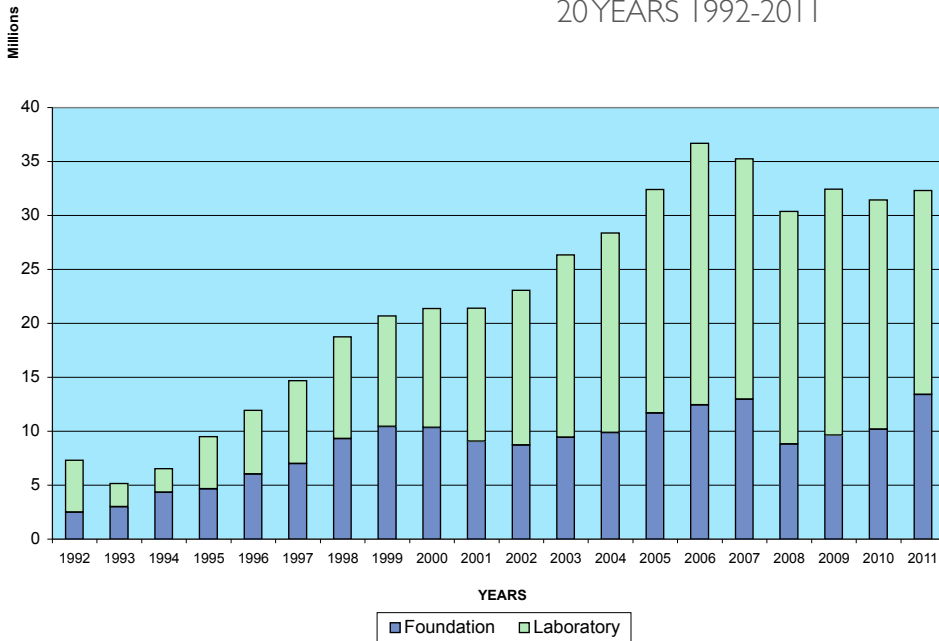
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FINANCIAL REPORT

RESEARCH REVENUES



TOTAL NET ASSET GROWTH 20 YEARS 1992-2011



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VITAL STATISTICS

ORGANIZATION: 501 (c)(3) Nonprofit, Incorporated in 1955

Total Staff: 192 Staff
 Volunteers: 1,665 Volunteers contributing over 206,000 hours/year
 Memberships: 11,000+ Individual, 160+ Corporate
 Visitors to the Aquarium: 360,000 Annually
 Operation Budget: Overall: \$17.7 Million; Research \$11 Million
 Net Assets - Lab: \$21 Million
 Net Assets - Foundation: \$9.6 Million (Endowment)
 Research Staff/Major Programs: 81 Research Staff (31 Doctoral Level)

22 RESEARCH PROGRAMS:

Behavioral Ecology & Physiology	Environmental Laboratory for Forensics	Marine Stock Enhancement
Benthic Ecology	Fisheries Habitat Ecology	Ocean Acidification
Chemical Ecology	Manatee Research,	Phytoplankton Ecology
Coral Reef Restoration	Marine & Fresh Water Aquaculture	Sea Turtle Conservation & Research
Coral Reef Science	Research	Sensory Biology & Behavior;
Dolphin Research,	Marine Biomedical Research	Shark Biology & Conservation
Ecotoxicology	Marine Immunology	Stranding Investigations
Environmental Health & Monitoring	Marine Microbiology	

AQUARIUM STAFF / PROGRAMS: 35 Staff • 8 Off-Site Aquariums • Dolphin, Whale and Sea Turtle Hospital (co-managed with Research Division) • 60 Exhibits relating to Mote Research including: Manatee, Dolphin and Sea Turtle Exhibits • Immersion Interactive Cinema, Interactive Shark Exhibit and Theater • Annual Temporary Exhibit (2012-13 Sea Lions) • Mote Mobile Exhibit: 300,000 Annual Viewers

EDUCATION STAFF / PROGRAMS: 16 Staff / 23 • Education Programs: Behind the Science • Birthday Parties • Breakfast at Mote • College Internships • Field Trips • High School Internships • High School Volunteers • Home School Programs • Kayaking with Mote • Mommy & Me • Mote Science Cafes • Outreach Programs • Partnership Schools • Research Experience for Undergraduates (REU) • Scout Badges & Patches • SeaTrek Distance Learning • SeaSnooze Overnights • South Africa Expedition • Special Lecture Series • Summer Camp Programs • Teacher Workshops • Traveling Exhibits • Volunteer Opportunities • Students Served: 22,000 Grades K-12 (School, Digital Learning and On Campus Programs) 159 College Level.

SIZE OF PROPERTIES:

Main Campus: 10.5 Acres (Long Term Lease, City of Sarasota)
 Mote Aquaculture Park: 200 Acres
 Summerland Key: 1 Acre

FACILITIES / BUILDINGS:

Total Buildings/Structures: 31
 Total Square Footage: 297,247
 Air Conditioned Square Footage: 135,382
 Covered, Non-Air Conditioned Footage: 161,865
 Seawater Systems: Research: 1,224,152 Gallons
 Exhibits: 614,680 Gallons

FLORIDA SPECIALTY LICENSE PLATE:

Protect Our Reefs, Established in 2004 Raised \$7.3 million to date to support coral reef research, education and restoration

FACILITIES

MAIN CAMPUS AND PUBLIC AQUARIUM

MOTE MARINE LABORATORY & AQUARIUM

1600 Ken Thompson Parkway

Sarasota, FL 34236

Phone: 941.388.4441

Fax: 941.388.4312

Internet: www.mote.org

e-mail: info@mote.org

FIELD STATIONS

MOTE AQUACULTURE PARK

12300 Fruitville Road

Sarasota, FL 34240

Phone: 941.388.4541

Fax: 941.377.2905

CHARLOTTE HARBOR

P.O. Box 2197

Pineland, FL 33945

Phone: 239.283.1622

Fax: 239.283.2466

TROPICAL RESEARCH LABORATORY

24244 Overseas Highway

Summerland Key, FL 33042

Phone: 305.745.2729

Fax: 305.745.2730

PUBLIC OUTREACH FACILITIES

MOTE'S LIVING REEF EXHIBIT

Florida Keys Eco-Discovery Center

Dr. Nancy Foster Florida Keys Environmental Complex

33 East Quay Road

Key West, FL 33040

Phone: 305.296.3551

Fax: 305.296.2325