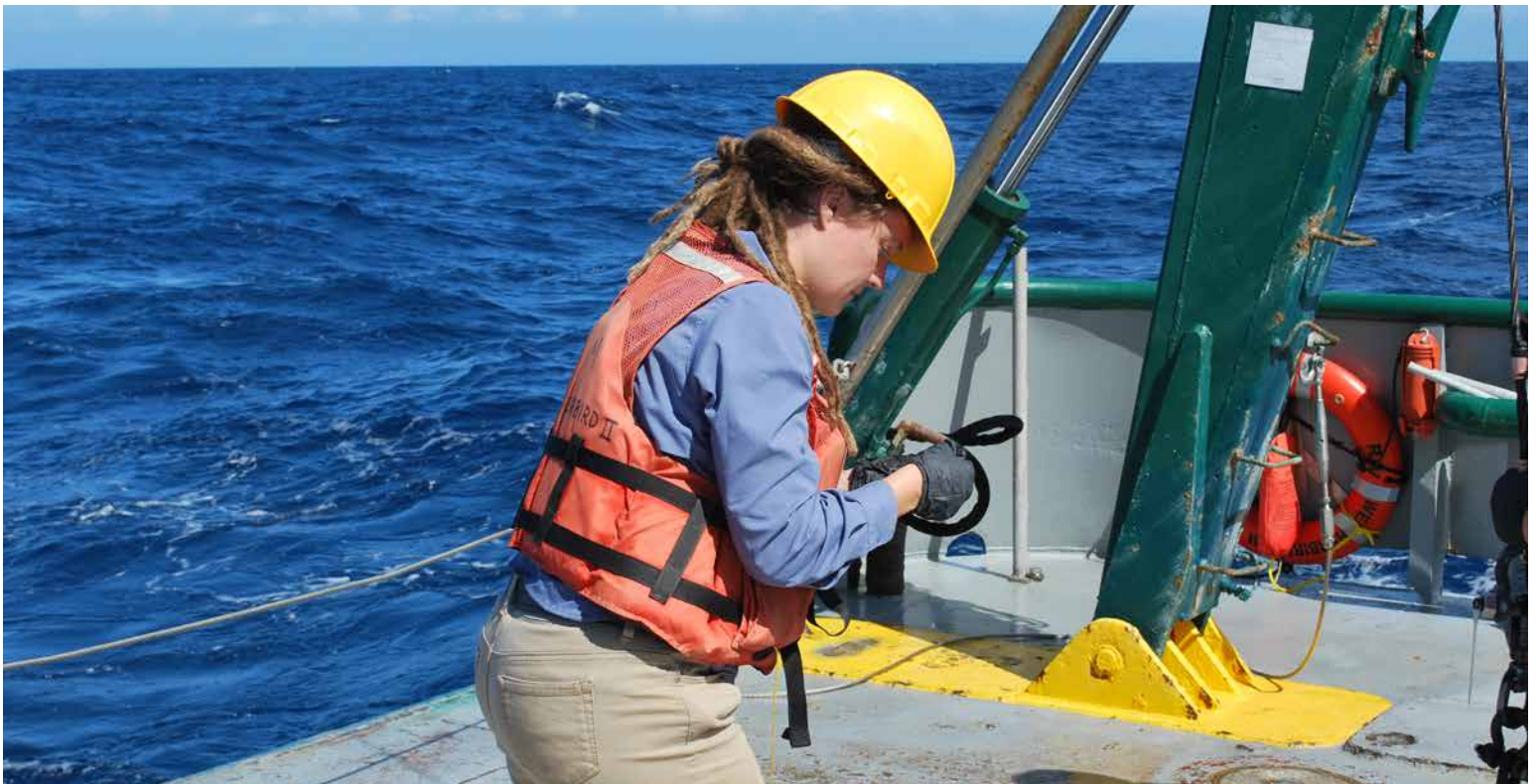




BAILEY-MATTHEWS
**NATIONAL
SHELL
MUSEUM**

ANNUAL REPORT 2018





Whew! 2018 was quite the ride! The year got off to a strong start with selection of the architect (Amy Nowacki) and general contractor (Benchmark) to round out our project team for the new Aquarium we'll open in 2020. Our

attendance and earned revenue was strong early in the year. Visitor reviews were better than ever. Everything indicated that we were fulfilling our educational mission with gusto. 2018 was going great...until it wasn't...until we all got hit by red tide and the awful blue-green algae. It's a reminder of how fast and hard the winds of change can blow.

This year's annual report letter is a love letter: a letter to all of you who helped and cared. It's a letter of gratitude and thanks. During those awful autumn days, our members called to see how we were doing. Volunteers asked how they could help. Neighbors and fellow business owners commiserated, comforted, and reassured. When one of us became pessimistic, another would remind us all that the positive winds of change blow just as strong. Donors stepped up as never before. It all helped. You allowed us to not only survive, but thrive through our difficulties. After the red tide crash and recovery, we emerged into 2019 just like the bionic woman...we're better, stronger, faster.

So please accept this expression of my great appreciation for all of you who helped repair our part of the world in ways large and small. I am honored and humbled by your generosity.

2019 will be a year full of marvelous, transformational growth because you gave us a strong place upon which to stand and build. Thank you from the bottom of my heart.

DORRIE HIPSCHMANN

Executive Director
Bailey-Matthews National Shell Museum

FOSTERING A GLOBAL FOCUS ON MARINE ECOLOGY

1st INTERNATIONAL ECO-TOUR with a return eco-trip to Costa Rica now available for 2020



90 POUNDS OF TRASH removed by 37 Museum volunteers from the Sanibel Causeway Islands as part of the International Coastal Cleanup

INVESTING IN CRITICAL SCIENTIFIC RESEARCH

128,550 COLLECTION RECORDS ONLINE via digital aggregator iDigBio



267 "SHELL OF THE WEEK" blog entries written to date
360 SPECIES COVERED in our "Southwest Florida Shells" guide
132 VOLUMES OF THE NAUTILUS JOURNAL published to date

2 + 10 + 60 =

RESEARCH CRUISES

DAYS OF SEARCHING

SCIENTIFIC TRAWLS

3 LIVING JUNONIAS COLLECTED and STILL ALIVE

Junonia shells are rare finds on our beaches. Live Junonias (*Scaphella junonia*) are even more rare! In fact, prior to finding our live collection, there were 0 photos and 0 videos of live Junonias on the internet.



We thank former board member Dr. G.S. Herbert, School of Geosciences, University of South Florida, for inviting Rebecca Mensch (February and September 2018) and Dr. José H. Leal (September 2018) to participate in the Gulf of Mexico expeditions of R/V Weatherbird II, funded by the Florida Institute of Oceanography and the School of Geosciences, University of South Florida. For more, visit shellmuseum.org/junonia.

ENGAGING VISITORS FROM AROUND THE WORLD

35% ATTENDANCE DROP due to red tide & blue-green algae, Aug.-Oct.
94% INCREASE IN DONATIONS (186 total) during the same period



52,461 VISITORS with 3,540 members



138 ACTIVE VOLUNTEERS
9,869 VOLUNTEER HOURS LOGGED

INSPIRING THE NEXT WAVE OF OCEAN LEADERS

2,501 MILES DRIVEN for Mollusks on the Move, which brings our programs into schools, community events, and Golisano Children's Hospital



1,220 GALLONS OF GAS were donated on #GivingTuesday, filling our van 61 times



5,716 PEOPLE SERVED through children's educational and outreach programs

81% of whom QUALIFY FOR TITLE I BENEFITS



AT LEAST ONE CHILD IN EVERY CLASSROOM says that they have never been to the beach

NURTURING THE MUSEUM MISSION

8 CAMPAIGN CABINET MEMBERS raising funds for our expansion:

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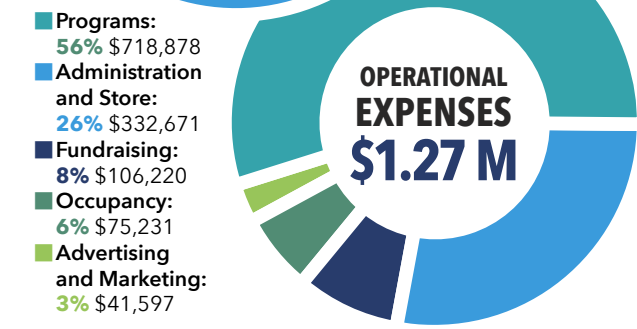
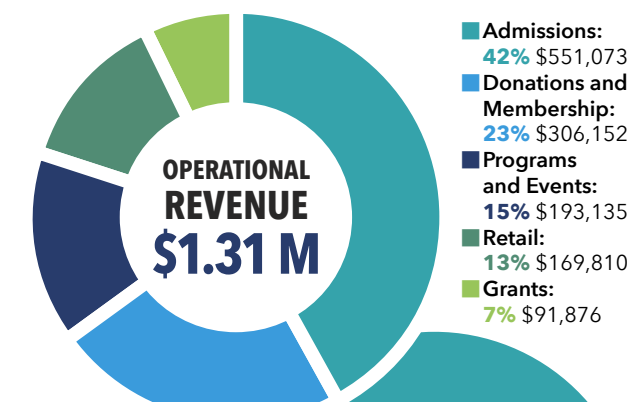
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STAYING FINANCIALLY STRONG



To maximize retail sales during aquarium construction, the Museum opened a pop-up store at the Sanibel Outlets



1,389 TOTAL DONATIONS RECEIVED
254 NEW DONORS



PHOTO: CC BY DAN MANGUS, MODIFIED



FROM THE 2018 PRESIDENT

Dear Shell Museum Community,

We are proud of the work that the Bailey-Matthews National Shell Museum does every day and excited about our future. The improvements and additions that we are making now will serve another 25 years of visitors, friends, and local families.

Our Board of Trustees is committed to our educational and environmental stewardship work.



WE KNOW THAT THERE ARE MORE MOLLUSKS IN THE OCEAN THAN ALL THE MARINE MAMMALS AND FISH SPECIES COMBINED. WE ALSO KNOW THAT WE'RE LOSING MOLLUSK SPECIES FASTER THAN WE CAN IDENTIFY AND NAME THEM. AND, WE KNOW THAT WE'RE THE ONLY ORGANIZATION IN THE WORLD WITH THE SINGULAR FOCUS TO UNDERSTAND, PROTECT, AND PRESERVE THESE AMAZING ANIMALS AND THE OCEAN THAT SUSTAINS THEM.

While our Board comes from many backgrounds and professions, this concern for some of the smallest, yet most important denizens of the ocean, has galvanized us all.

CHRIS DAVISON

2018 Board of Trustees President

FROM THE 2019 PRESIDENT

Dear Shell Museum Community,

As we move into 2019, the Museum's future has never been brighter! Because of exceptional management of financials, insurance, assets, reserves, staffing, and expenses, the Museum has advanced both scientifically and operationally. With its well-defined mission, vision, and long-term strategic plan being embraced and executed from the Board level down, the Museum begins a new chapter in its storied history, ensuring the organization will have the resources to thrive for generations to come.

The Board of Trustees is a passionate group of colleagues and we are proud of a smooth transition from one President to another as we all work toward completing your new aquarium, providing more educational programs to students throughout Lee County and beyond, and transforming your Museum and community.

HOLLI MARTIN

2019 Board of Trustees President



CONNECTING YOU TO THE NATURAL WORLD THROUGH A LOVE OF SHELLS AND THE MARVELOUS ANIMALS THAT CREATE THEM.

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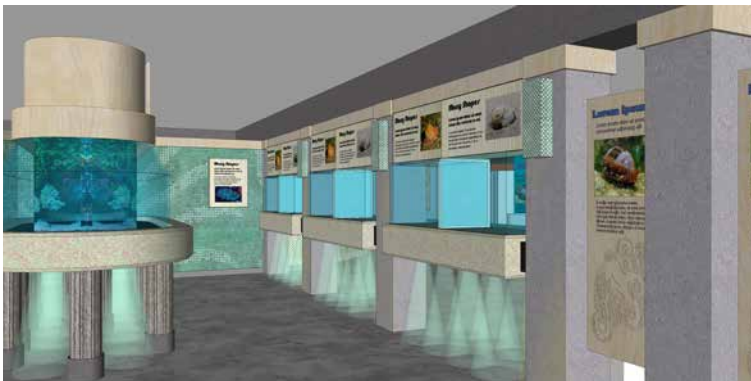
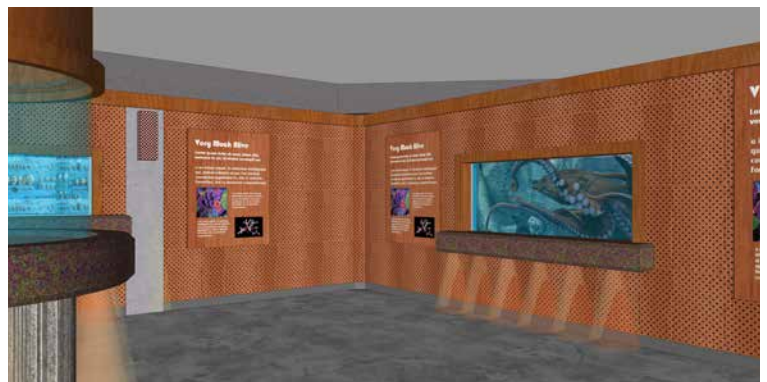
CELEBRITY ISLAND DINNER 2018 servers (from left) Robin Roberts, Robin Cook, Mary Bondurant, Joe Almeida, and Liz Podolsky generously helped us raise funds to support the Museum's mission.



WHAT'S NOW WHAT'S NEXT



BAILEY-MATTHEWS
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2018 was spent putting final touches on the architectural, engineering and aquarium designs to prepare to begin construction in 2019 and to welcome new living mollusks in 2020! To learn more contact Dorrie Hipschman or Melanie Moraga at (239) 395-2233.