

Chairman's Message

The Lady of the Lake

In medieval legend, the Lady of the Lake is the beautiful enchantress who rises from the waters to save her nation. In despair and at the brink of death, King Arthur throws his regal sword in the lake. A woman's hand emerges to catch it, bestows it with power and authority, and returns it to the King. He rules wisely and refreshed. Her task finished, the Lady of the Lake submerges.

The New Jersey Sea Grant Consortium has its own 'Lady of the Lake' in President Claire Antonucci. After decades of service, Claire recently announced her retirement to return to her own serene waters.

Claire emerged from NJSGC in 2008 to lead us. These were turbulent and uneasy times in our kingdom by the sea. Our rudder was broken, yet our boat was filled with able-bodied seamen. We were adrift.

For years before 2008, Claire had been the renowned and successful NJSGC Director of Education. In that role, we had a special niche like no other Sea Grant



DENNIS KEAR-NEY Chairman Board of Trustees

program. Yearly, Claire ushered 25,000 elementary children through our doors. Somewhere in those numbers is the scientist who will tackle the biggest issues facing our maritime future.

The Board of Trustees knew we had a leader already among us. I approached Claire and offered her the position of Executive Director. She politely declined. I not-so-politely 'suggested' she accept. She (again) politely told me the Board had lost its senses. Again, she declined. Only when I asked Claire to put the needs of NJSGC above her own, did she relent and take the job.

In the 11 years hence, Claire accomplished the impossible, including making me look like a genius. Not days after Claire became Executive Director, the global economy tanked. NJSGC lost critical State funding. Had Claire been less the dignified woman than she is, she surely would have had some choice words for me for dragging her into such a thankless role. Instead, like a determined sand crab, Claire dug in.

When many called for us to turn out the lights, Claire burned the midnight oil to problem-solve. She energized our brilliant (and underpaid) staff. She renewed our relationship with the national Sea Grant Office. Claire spun sea kelp into gold. Today, we thrive.

When Claire recently called me to announce her resignation, I brushed it off. "No, this time, I mean it," she said flatly. When the enormity of Claire's resolve hit, I realized it was time for Claire's sacrifices to be acknowledged with our blessing and thanks. This time, I relented. No words can thank Claire. Fortunately, none are needed. Look at the pages in this annual report. Look at our outreach, research and education efforts. When you see that, you see Claire.

And that's just the way she'd want it.

Oh, a few weeks ago, I called Claire to tell her the Board needs the Lady of the Lake to hang around awhile longer. "Fine," she told me. Fine, indeed.

Godspeed, Claire.

Executive Director's Message



CLAIRE ANTONUCCI Executive Director

For the past 11 years, it has been my pleasure as Executive Director to present you with New Jersey Sea Grant Consortium's annual report wherein I try to express how proud I am to be just a small part of all that was achieved through the hard work and dedication of the Consortium's staff, board members, partners, stakeholders, and friends. Quite honestly, despite a decade of attempts, I do not think I have ever done justice to the contribution the Consortium and its people make towards the betterment of New Jersey's environment by connecting, questioning, collaborating, and doing their best to preserve and sustain our state's marine and coastal resources. The body of work is truly amazing. Probably best to let the results speak for themselves.

This year's message is especially poignant for me. After 25 years at the Consortium, I've decided to move on. Rest assured, I know how privileged I am to have spent these years at a place where the dynamic nature of marine and coastal research, education, and outreach intersect each day to realize a mission, upheld by an amazing group of people, that is as important now as it was then. Thank you for your support and your interest in the work of the NJSGC. I hope you enjoy this annual report.

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Richard Ritota NJ Department of Health/Food Safety Systems

Steve Tuorto The Watershed Institute

Margot Walsh Jersey Shore Partnership

Member Institutions & Representatives

Dr. Richard Horwitz Academy of Natural Sciences of Drexel University

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Dr. Parag Muley Middlesex County College

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Dr. Nancy Jackson New Jersey Institute of Technology

Dr. Angela Cristini Ramapo College of New Jersey **Dr. Jay Kelly** Raritan Valley Community College

Dr. Gabriela Smalley Rider University

Jennifer Rienzi Rowan College at Burlington County

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Dr. Oscar Schofield Rutgers, The State University of New Jersey Dr. Heping Zhou Seton Hall University

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Dr. Peter F. Straub Stockton University

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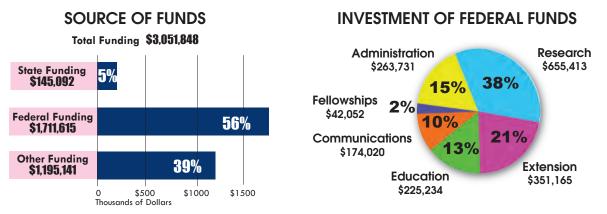
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Budget Overview - Fiscal Year 2018



For complete financials, visit http://njseagrant.org/annual-report-2018

Volunteers

Kathi Abatemarco Ted Alexandrou Ray Ashkenis Katherine Banfitch Lindsay Belz Dominic Biancamano Lvnn Lemire Brvan Callum Budjos Lisa Budjos Peter Budjos Carolyn Cannon Doug Ciemniecki Joseph Chiusano Jennifer Cox Donna Cusano Paul Cusano Bob Colburn Lila Cook Phyllis Cowans Jennifer Cox Griffin Davis Kayla DeBeVoise Judy Desalvatore Maria Diaz Tim Doerrier Michael Dunn Jordan Durkin Keith Edmonds

Chris Egan Scarlet Encarnacion Sarah Errico Ryan Farrington Kayla Farrington Meghan Feddler Susie Ferrier Maureen Flumerfelt Alyce Franklin-Owens Bob Gallo Ryann Gorczynski Frank Graf Lilv Graf Tom Hayes Denise Hawkins LaDeana Hawkins Kenvette Hawkins-Harris Deane Heinzer Jill Hoernig Rich Hoffman Jennifer Hoey Glenn Jaffe Karen Jaffe Chuck Jasperse Andrea Johnson Larry Johnson Kanesha Jones

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George Rokkos John Rosendale Steve Rossi Andrea Rudai Jerry Ryan Roxy Ryan Natalie Shaw Ryan Raymond Sackett Andrew Sala Luisa Sala Dibyendu Sarkar Alison Sbriscia Aalivah Phillips Scarano Amani Phillips Scarano Avery Phillips Scarano Elizabeth Scarano Liz Scarano Nicole Scarano Kelly Scott Greg Seitz Brianne Sinks Kyle Sinks William Simmons Peola Smith-Smith Craig Swaylik

Connor Trautweiler Craig Trautweiler KC Trautweiler Lindsey Gil Trautweiler Shane Trautweiler Shawn Trautweiler Tina Trebino Katie Hoffman Trebino Wally Tunison Lucas Van Aulen Rvan Van Aulen Ted Van Aulen Brenda Sheree Terrell-Walker Donald Walsh Victoria Walsh Millie Walsh Shawn Welch Heidi Pope Werner Elizabeth White Amy Williams Bertha Williams-Pullen **Bill Winslow**

Extension

COMMUNITY RESILIENCE

Coastal Community Resilience Specialist, Dr. Thomas Herrington continued work to improve understanding of present and future climate change impacts. To increase local community resilience planning awareness, he conducted a public study



of the increased frequency of coastal nuisance flooding due to sea level rise.

SHELLFISH AQUACULTURE



According to Shellfish Aquaculture Program Coordinator Lisa Calvo, New Jersey shellfish growers may soon be diversifying their farms with the addition of Atlantic surfclams following Sea Grant-supported research to identify optimal conditions for culturing the species in the hatchery and field. On-farm trials yielded harvestable shell stock at just over one year and market research indicated strong interest in the novel product.

MARINE RECREATION & TOURISM

Marine Recreation Extension Agent Michael Danko used his experience in recreational fishing and boating to help lead and develop the 2018-2028 NOAA/Sea Grant Coastal Tourism Visioning Plan with focus on Business and Community Tourism Management, Workforce Training, Economic Analysis, and Environmental Stewardship. The group will implement action items at the state level and plans to move forward on a national level.



STORMWATER MANAGEMENT

Water Resources Agent Michelle Hartmann worked with the Red Bank Public Library to redesign and restore a rain garden with community members and Rutgers Cooperative Extension affiliates in August as part of the Navesink River Initiative. The garden includes 50 native plants, riverstone around downspouts, and mulch. Funded by NJSGC, it will capture approximately 27,000 gallons of stormwater per year and provide a beautiful natural space for visitors to enjoy.

RIP CURRENT AWARENESS

Dr. Amy Williams presented her "Ocean Hazards: Sharks vs. Rip Currents" game at numerous schools, libraries, and festivals throughout Ocean, Monmouth, and Mercer Counties. Events included NJSGC's Ocean Fun Days, the Philadelphia Science Festival, Egg Harbor Township's "National Night Out," and Long Beach Island's new Marine Education Field Station. This year she also forged a partnership with Donald Walsh, author of the popular children's book "Teach the Beach," who joined her during student presentations.



LIVING SHORELINES

Berkeley Island County Park reopened to the public in May after being closed since Superstorm Sandy. Part of the \$8 million renovation included construction of a living shoreline project, one of the largest in the state, designed using guidelines developed by Coastal Processes Specialist Dr. Jon Miller and Coastal Ecosystems Extension Agent Dr. Amy Williams. The project protects nearly 900 feet of shoreline and restored nearly one acre of critical habitat.

Communications



Ocean City remained undefeated as New Jersey's overall "Favorite Beach" in NJSGC's popular annual poll, which drew several thousand voters. An awards ceremony was held on the Ocean City boardwalk in June.



NJSGC outreach continues growing with over 5,000 "COASTodian" subscribers. This

quarterly online newsletter provides information on NJSGC's funded research, education and outreach activities. As interactive content continues boosting social media presence, updates were shared with more than 1,730 Facebook followers, 2,050 Twitter followers, and 380 on Instagram. The 16th annual State of the Shore media event was held in Asbury Park in May. NJSGC's Coastal Processes Specialist Dr.



Jon Miller and new NJDEP Commissioner Catherine McCabe gave reports on the condition of New Jersey's beaches along with coastline forecasts for the summer season.



NJSGC's rip current safety message was featured on multiple electronic displays along the Atlantic City Boardwalk.



OMNIBUS RESEARCH 2018-2020

Impacts of thin layer sediment deposition on salt marsh ecosystems

Dr. Kenneth W. Able, Rutgers, The State University of New Jersey

River plumes as a control on microplastic entry into the food chain Dr. Nicole Fahrenfeld, Rutgers,

The State University of New Jersey Optimizing fishing regulations for

New Jersey's multi-species recreational bottom fishery to improve economic outcomes and angler satisfaction

Dr. Olaf P. Jensen, Rutgers, The State University of New Jersey

Research Awards

Measuring dune, beach, and nearshore response to an extreme event: Atlantic City, New Jersey Ms. Kimberly McKenna, Stockton University

Interactions among horseshoe crabs and intertidal oyster farms in the Delaware Estuary

Dr. Daphne Munroe, Rutgers, The State University of New Jersey

Quantifying the effects of a changing climate on summer flounder recruitment

Dr. Malin Pinsky, Rutgers, The State University of New Jersey

"Green" retrofit of stormwater BMPs for pollution prevention in urban coastal communities of New Jersey Dr. Dibyendu Sarkar, Stevens Institute of Technology

NATIONAL STRATEGIC INVESTMENTS AND SPECIAL AWARDS

Establishing Shellfish Hatchery Biosecurity Certification Standards to Facilitate Interstate Transport of Shellfish Seed Dr. David Bushek, Rutgers, The State University of New Jersey

Enhancing Bivalve Aquaculture through Species Improvement and Diversification

Dr. Ximing Guo, Rutgers, The State University of New Jersey

Diversifying Shellfish Aquaculture in New Jersey, Technology Transfer for Development of a Surfclam Aquaculture Industry

Dr. Daphne Munroe, Ms. Lisa Calvo Rutgers, The State University of New Jersey

Education



NJSGC's educators teamed up with Jenkinson's Aquarium to offer programs on underwater exploration. During these STEM-rich sessions, teams of students

designed and built remotely operated vehicles to deploy in the Aquarium's exhibit tanks.



To promote and improve climate literacy, NJSGC education staff applied researchbased communications methods to train over 200 formal and informal educators on leading discussions on climate change and its impacts that are focused on solutions.



As always, participation in NJSGC's K-12 programs remained strong. Over 18,000 students joined NJSGC educators for field, classroom, and off-site programs. In addition, over 2000 boy and girl scouts participated in NJSGC's collection of merit badge programs designed around marine, coastal and environmental themes. Along with founding partner New Jersey Natural Gas, NJSGC's education staff hosted its 15th annual Ocean Fun



Days at Sandy Hook and Island Beach State Park. Over the years, this "family friendly" week-



end has engaged over 100,000 visitors in coastal education and steward-ship.

In partnership with the Central Jersey Chapter of the National Association of Negro Business and Professional Women's Clubs, NJSGC educators embarked on a year-long effort to provide marine and coastal STEM experiences to students from minority groups traditionally underrepresented in the sciences.





A new classroom, created to accommodate the return of college level coursework to NJSGC, was outfitted with microscopes, a smart board, and other advanced teaching tools, donated by Middlesex County College and Professor Robert Colburn.

ADMINISTRATION

Claire Antonucci **Executive Director**

Lisa Aromando Program Associate

Deborah Quinn Corporate Secretary Office Manager

Dr. Peter Rowe Associate Director for Sea Grant Administration

COMMUNICATIONS

Danica Bellini Communications Specialist

Rory Joyce Communications Associate

EDUCATION

Claire Antonucci Director of Education

Diana Burich K-12 Program Coordinator Sea Grant Associate

Instructors

AI Avizius Sydney Battaglia Katherine Banfitch Carly Belz Brendan Black Ron Blandon Catherine Brady Sara Breslow Emily Brown Rebecca Carmeli-Peslak Jessica Casterline Patricia Catalano Linda Cohen

Staff



Rosemary A. Higgins College and Special Programs Coordinator

Jody Sackett Scout Program Coordinator

Melanie Tarling Education Associate

Mindy Voss Education Specialist **EXTENSION** Dr. Peter Rowe

Director of Research and Extension

Lisa Calvo Aquaculture Extension Program Coordinator

Michael Danko Assistant Director of Extension Marine Recreation Agent - Fisheries and Boating

Michelle Hartmann Water Resources Agent

Dr. Thomas Herrington Coastal Community Resilience Specialist

Sara Mellor Water Resources Agent

Dr. Jon Miller Coastal Processes Specialist

Dr. Amy Williams Coastal Ecosystems Extension Agent

FINANCE

Augustine Anfuso Fiscal Officer

Debra Burd Accountant, Grants and Contracts

Carolyn A. Cornely Accounting Assistant

MAINTENANCE

John Dolan Technician

John Collins Kayla DeBeVoise Jack Denny Robert Eckstein Julia Ferrari Colleen Dunne Fischer Emma Fraser Kathleen Gasienica Jennifer Gibbons Conor Gilbertson Deane Heinzer Ayshe Kilic Rebecca Klee

Christine Leary Amy Lim Caitlin LohJennifer Lyden Eileen MacHaffie Lvnne Manaini Theresa Marrotta Joseph Mincolla Antoinette Minetillo-Shann Emily O'Connor Daniel O'Neill **Charles** Parker Heather Robinson Angelica Rosaperez

Camille Rossiello Rachel Sacatelli Brandon Scheur William Simmons Jessica Staats Nancy Staats Sarah Stewart Daniel Weamer William VanDeventer Sandra Varone



New Jersey Sea Grant Consortium 22 Magruder Road Fort Hancock, NJ 07732 732-872-1300



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NEW JERSEY SEA GRANT CONSORTIUM, INC. FINANCIAL STATEMENTS AND INDEPENDENT AUDITOR'S REPORTS WITH SUPPLEMENTARY INFORMATION September 30, 2018 and 2017

GERMAN, VREELAND & ASSOCIATES, LLP

JEFFREY M. GERMAN, MBA, CPA DAVID A. HULSIZER, CPA VICTOR MAISANO, CPA KEVIN O'CONNOR, MBA, CPA RAJESH K. SETHI, CPA, MST CERTIFIED PUBLIC ACCOUNTANTS 2 RIDGEDALE AVENUE - SUITE 300 CEDAR KNOLLS, NJ 07927-1119 (973) 605-2777 FAX (973) 605-8064 www.gvacpa.com

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RETIRED LOUIS T. GERMAN (1923 - 2013) CURT L. PALATSKY (1951 - 2018) GORDON A. VREELAND

INDEPENDENT AUDITOR'S REPORT

To the Board of Trustees of New Jersey Sea Grant Consortium, Inc.

Report on the Financial Statements

We have audited the accompanying financial statements of New Jersey Sea Grant Consortium, Inc. (a nonprofit organization), which comprise the statements of financial position as of September 30, 2018 and 2017, and the related statements of activities, functional expenses, and cash flows for the years then ended, and the related notes to the financial statements.

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

Auditor's Responsibility

Our responsibility is to express an opinion on these financial statements based on our audits. We conducted our audits in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of New Jersey Sea Grant Consortium, Inc. as of September 30, 2018 and 2017, and the changes in its net assets and its cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

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MEMBER OF THE AMERICAN INSTITUTE OF CPAS MEMBER OF THE NEW JERSEY SOCIETY OF CPAS *LICENSED IN NEW YORK AND NEW JERSEY

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Other Matters

Other Information

Our audit was conducted for the purpose of forming an opinion on the financial statements as a whole. The accompanying schedules of expenditures of federal awards and state financial assistance, as required by Title 2 U.S. *Code of Federal Regulations Part 200, Uniform Administrative Requirements, Cost Principles, and Audit Requirements for Federal Awards,* are presented for purposes of additional analysis and are not a required part of the financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the financial statements. The information has been subjected to the auditing procedures applied in the audit of the financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the financial statements or to the financial statements or to the financial statements or to the financial statements of the financial statements of the financial statements of the financial statements and other records used to prepare the financial statements or to the financial statements or to the financial statements or to the financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the information is fairly stated, in all material respects, in relation to the financial statements as a whole.

Other Reporting Required by Government Auditing Standards

In accordance with *Government Auditing Standards*, we have also issued our report dated March 5, 2019, on our consideration of New Jersey Sea Grant Consortium, Inc.'s internal control over financial reporting and on our tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements and other matters. The purpose of that report is to describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing, and not to provide an opinion on internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering New Jersey Sea Grant Consortium, Inc.'s internal control over financial reporting and compliance.

Gerrar, Victor la ascentes, up

German, Vreeland & Associates, LLP Cedar Knolls, New Jersey March 5, 2019

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NEW JERSEY SEA GRANT CONSORTIUM, INC. STATEMENTS OF FINANCIAL POSITION September 30, 2018 and 2017

ASSETS		2018		2017
		2018	-	2017
Current assets		102 170		
Cash and cash equivalents	\$	403,478	\$	214,057
Accounts receivable		5,850		3,113
Grants and contracts receivable		432,084		842,103
Accrued interest		1,579		2,407
Prepaid expenses and other assets		57,099		57,225
Total current assets	-	900,090	-	1,118,905
Investments		591,529		669,773
Property and equipment, net	-	489,288	_	557,361
TOTAL ASSETS	\$	1,980,907	\$	2,346,039
LIABILITIES AND NET ASSETS				
Current liabilities				
Accounts payable and accrued expenses	\$	81,714	\$	78,865
Accrued rent		3,899		3,899
Due to subrecipients		333,583		675,798
Deferred revenue		234,440	-	33,424
Total current liabilities		653,636	_	791,986
Long-term liabilities				
Accrued rent, net of current portion		23,391	-	27,290
Total liabilities		677,027		819,276
Net assets				
Unrestricted		1,303,880		1,526,763
Temporarily restricted				
Total net assets	12-1	1,303,880	-	1,526,763
TOTAL LIABILITIES AND NET ASSETS	5	1,980,907	\$	2,346,039

See accompanying notes.

NEW JERSEY SEA GRANT CONSORTIUM, INC. STATEMENTS OF ACTIVITIES Years Ended September 30, 2018 and 2017

			2	018					2	017		
	UNR	UNRESTRICTED		TEMPORARILY RESTRICTED		TOTAL		UNRESTRICTED		TEMPORARILY RESTRICTED		TOTAL
SUPPORT AND REVENUE												1000
Grants and contract revenue	\$	1,866,373	\$		\$	1,866,373	\$	2,308,807	\$	-	\$	2,308,807
Contributions		8,448		-		8,448		3,556		-		3,556
Educational and service program revenue		211,039		-		211,039		231,852		+		231,852
Membership dues		34,300		-		34,300		39,156		-		39,156
Interest income		6,015				6,015		6,873		1.44		6,873
Miscellaneous		11,041		-		11,041		9,854		4.1		9,854
Net assets released from restrictions		-						1.1				1.1
Total support and revenue	-	2,137,216		•	-	2,137,216	-	2,600,098		•	-	2,600,098
EXPENSES												
Program services												
Educational activities		400,607				400,607		358,769		÷.		358,769
Research activities	1.00	1,550,411			-	1,550,411	-	1,954,514	-	2	_	1,954,514
		1,951,018				1,951,018		2,313,283		•		2,313,283
General and administrative		409,081				409,081		354,452		2		354,452
Total expenses	-	2,360,099			-	2,360,099		2,667,735	_	•		2,667,735
CHANGE IN NET ASSETS		(222,883)		4		(222,883)		(67,637)		2		(67,637)
NET ASSETS, Beginning of year	_	1,526,763			-	1,526,763	_	1,594,400		3		1,594,400
NET ASSETS, End of year	\$	1,303,880	\$	-	\$	1,303,880	\$	1,526,763	\$	+	\$	1,526,763

NEW JERSEY SEA GRANT CONSORTIUM, INC. STATEMENT OF FUNCTIONAL EXPENSES Year Ended September 30, 2018

Salaries	ucational ctivities			Tot	al Program	Ger	neral and		Total				
	\$ Jahahath.	Research Activities				Total Program Services				General and Administrative			Expenses
and the second s	264,201	\$	383,104	\$	647,305	\$	196,949	\$	844,254				
Payroll taxes and benefits	75,338		121,931		197,269		64,503		261,772				
Payments to subrecipients	1.41		961,790		961,790				961,790				
Professional fees	5,541		12,440		17,981		20,872		38,853				
Supplies	15,179		6,399		21,578		10,450		32,028				
Advertising	1,394		300		1,694				1,694				
Telephone	1,906		9,418		11,324		4,091		15,415				
Postage	2,003		2,297		4,300		734		5,034				
Occupancy	-						50,505		50,505				
Repairs and maintenance	316				316		6,963		7,279				
Printing	3,537		6,323		9,860		779		10,639				
Conferences and training	13,103		34,232		47,335		1,809		49,144				
Dues and subscriptions	13		73		86		6,030		6,116				
Awards	300		400		700		550		1,250				
Miscellaneous	 6,072	_	<u></u>	_	6,072		181	_	6,253				
Total expenses before depreciation	388,903		1,538,707		1,927,610		364,416		2,292,026				
Depreciation	11,704		11,704		23,408		44,665		68,073				
Total expenses	\$ 400,607	\$	1,550,411	\$	1,951,018	\$	409,081	\$	2,360,099				

NEW JERSEY SEA GRANT CONSORTIUM, INC. STATEMENT OF FUNCTIONAL EXPENSES Year Ended September 30, 2017

	Sec	Prog	ram Services						
	lucational Activities		Research Activities	Tot	Total Program Services		neral and inistrative		
Salaries	\$ 230,368	\$	441,842	\$	672,210	\$	162,420	\$	834,630
Payroll taxes and benefits	64,619		120,100		184,719		53,623		238,342
Payments to subrecipients	- A.		1,305,965		1,305,965				1,305,965
Professional fees	20,943		18,501		39,444		20,314		59,758
Supplies	11,204		8,087		19,291		8,963		28,254
Advertising	1,474		550		2,024		25		2,049
Telephone	1,952		9,139		11,091		4,284		15,375
Postage	1,165		3,032		4,197		1,441		5,638
Occupancy	~		600		600		48,081		48,681
Repairs and maintenance	519		-		519		4,139		4,658
Printing	291		7,736		8,027		46		8,073
Conferences and training	12,101		26,417		38,518		759		39,277
Dues and subscriptions	1.4		455		455		5,660		6,115
Awards	1		650		650		-		650
Miscellaneous	 2,693	_	-	_	2,693		280	_	2,973
Total expenses before depreciation	347,329		1,943,074		2,290,403		310,035		2,600,438
Depreciation	11,440		11,440		22,880		44,417		67,297
Total expenses	\$ 358,769	\$	1,954,514	\$	2,313,283	\$	354,452	\$	2,667,735

NEW JERSEY SEA GRANT CONSORTIUM, INC. STATEMENTS OF CASH FLOWS Years Ended September 30, 2018 and 2017

	_	2018	_	2017
CASH FLOWS FROM OPERATING ACTIVITIES				
Change in net assets	\$	(222,883)	\$	(67,637)
Adjustments to reconcile change in net assets				
to net cash provided by (used in) operating activities				
Depreciation		68,073		67,297
Interest income		3,244		1.0
Change in net assets and liabilities				
Accounts receivable		(2,737)		6,497
Grants and contracts receivable		410,019		(434,780)
Accrued interest		828		(1,337)
Prepaid expenses and other assets		126		(16,610)
Accounts payable and accrued expenses		2,849		7,287
Due to subrecipients		(342,215)		346,136
Accrued rent		(3,899)		(3,899)
Deferred revenue		201,016		(22,510)
Net cash provided by (used in) operating activities	-	114,421	_	(119,556)
CASH FLOWS FROM INVESTING ACTIVITIES				
Sale of investments		75,000		
Purchase of investments				(249,773)
Net cash provided by (used in) investing activities	=	75,000		(249,773)
NET INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS		189,421		(369,329)
CASH AND CASH EQUIVALENTS, Beginning of year	-	214,057	_	583,386
CASH AND CASH EQUIVALENTS, End of year	\$	403,478	\$	214,057

SUPPLEMENTAL CASH FLOW INFORMATION:

No amounts were paid for interest or income taxes for the years ended September 30, 2018 and 2017. During the year ended September 30, 2018 fully depreciated equipment of \$117,439 was written-off.

See accompanying notes.

NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

The financial statements of the New Jersey Sea Grant Consortium, Inc. ("NJSGC") have been prepared on the accrual basis of accounting. The significant accounting policies followed are described below to enhance the usefulness of the financial statements to the reader.

<u>Organization</u> – NJSGC is a 501(c)(3) institution dedicated to the care, conservation and sustainable-utilization of New Jersey's marine and coastal resources. The Sandy Hook-based Consortium currently consists of twenty-two colleges, universities and other organizations dedicated to advancing knowledge and stewardship of New Jersey's marine and coastal environment, and meets its mission through innovative research, education and extension programs.

New Jersey's coastline is a natural treasure and NJSGC is dedicated to understanding and caring for this resource. NJSGC programs range from sponsored research and marine science education for school-children to extension services for coastal municipalities, maritime businesses and the public.

Since NJSGC was founded in 1969, it has contributed leading research in the field of marine and environmental science. Since 1976, it has managed the New Jersey Sea Grant Program ("NJSGP"), part of a national network administered by the National Oceanic and Atmospheric Administration ("NOAA") that funds competitive research focusing on specific priority areas as well as education and outreach activities.

The Extension Program at NJSGC provides useful information to people employed or interested in fields related to marine resources-fishermen, coastal engineers, maritime industry personnel, resource managers, decision makers, and the general public. Extension Program personnel expertise includes biology, sociology, economics, public policy, and engineering. Each Extension Program professional works directly with coastal communities and business professionals to transfer information and effect change by applying science-based information to daily decision-making.

The Education Program at NJSGC is committed to assuring that New Jerseyans understand, value, and appreciate their marine and coastal environment and are able to apply sound evidence and science-based information to make wellinformed decisions regarding its use, management, and care. This is accomplished through the wide range of educational services and products that the Education Program provides. The Program's teaching and learning activities range from direct instruction such as field trips, camps, scout programs, in-school presentations, college coursework, public outreach events to information preparation and dissemination including fact sheets, posters, lesson plans, activity guides, video conferences, web-based publications and other teaching materials.

Learn more about the NJSGC by visiting www.njseagrant.org.

<u>Basis of Presentation</u> – External financial reporting by not-for-profit organizations requires that resources be classified for accounting and reporting purposes into net asset categories according to externally (donor) imposed restrictions. The unrestricted net asset category represents net assets that are not subject to donor imposed restrictions, the temporarily restricted net asset category represents net assets that are subject to time or purpose donor imposed restrictions and the permanently restricted net asset category represents net assets that are subject to donor imposed restrictions that cannot be satisfied by either the passage of time or by actions of NJSGC.

<u>Cash and Cash Equivalents</u> - For purposes of the Statements of Cash Flows, NJSGC considers all highly liquid investments with an initial maturity of three months or less to be cash equivalents.

NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (cont'd)

<u>Revenue and Support Recognition</u> – NJSGC recognizes contributions as revenue when they are received or unconditionally pledged and records these revenues as unrestricted or restricted support according to donor stipulations that limit the use of these assets due to time or purpose restrictions. When a donor restriction expires, temporarily restricted net assets are reclassified and reported in the statements of activities as net assets released from restrictions. However, the receipt of restricted contributions whose restrictions expire or are otherwise satisfied within the period of receipt are reported as unrestricted revenues in the statements of activities.

NJSGC accounts for those contract revenues which have been determined to be exchange transactions in the statements of activities to the extent that expenses have been incurred for the purpose specified by the grantor during the period. Program revenues received in advance of their usage are classified as deferred revenue in the statements of financial position. In applying this concept, the legal and contractual requirements of each individual contract are used as guidance.

Additional unrestricted revenues are obtained from educational and service program revenue, membership dues, and investment income. These revenues are used to offset program expenses as well as the cost of property and equipment acquisitions and general and administrative expenses.

Tax Status and Incorporation – NJSGC is exempt from federal income tax under section 501(c)(3) of the Internal Revenue Code. Accordingly, the financial statements do not reflect a provision for Federal income taxes. NJSGC has no uncertain tax positions at September 30, 2018 and 2017. There are no tax years prior to 2015 open for examination by the Internal Revenue Service. Also, there were no interest or penalties related to income taxes included in the financial statements.

<u>Valuation of Long-Lived Assets</u> – In accordance with the accounting pronouncements related to accounting for the impairment or disposal of long-lived assets, NJSGC reviews long-lived assets, including property and equipment, for impairment whenever events or changes in business circumstances indicate that the carrying amount of the assets may not be fully recoverable. Management has determined that no assessment was required for the periods presented in these financial statements.

Estimates - The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect certain reported amounts and disclosures included in the financial statements. Accordingly, actual results could differ from those estimates.

Advertising - Advertising is expensed in the period incurred. Advertising expense was \$1,694 and \$2,049 for the years ended September 30, 2018 and 2017, respectively.

<u>Property. Equipment and Depreciation</u> – Property and equipment of \$5,000 or greater is recorded at cost when purchased, or at fair value at date of gift. Depreciation is provided for by the straight-line method over the estimated useful lives of the assets. Major renewals and betterments are charged to fixed assets; maintenance, minor repairs and replacements which do not improve or extend the life of the respective assets are expensed currently.

Accounts Receivable – Accounts receivable are stated at amounts management expects to collect from outstanding balances. Management provides for probable uncollectible amounts through a provision for bad debt expense and an adjustment to a valuation allowance based on its assessment of the current status of individual accounts. Balances that are still outstanding after management has used reasonable collection efforts are written off through a charge to the valuation allowance and a credit to accounts receivable. As of September 30, 2018 and 2017 all accounts receivable were deemed collectible.

NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (cont'd)

Expense Classification - The expenses of NJSGC are presented in the statements of activities under the following classifications which describe NJSGC program activities:

Educational activities - supports the educational goals of NJSGC by planning and conducting a wider range of K-12, college, teacher, and public education programs.

Research activities – aids and encourages scholarly activities in marine related subjects through cost reimbursement contracts. This category also includes a management program that administers aforementioned research contracts, an extension program that applies results of research contracts and a communications program that broadcasts scholarly information in marine related to a wide expanse of user groups.

All expenses which were not directly associated with the above service categories are categorized as general and administrative expenses. Additionally, there is a de minimis amount of fundraising expense that has been included in general and administrative expenses.

NOTE 2 - GRANTS AND CONTRACTS RECEIVABLE AND DEFERRED REVENUE

NJSGC operates under various grants and contracts. At September 30, 2018 and 2017, NJSGC was due certain amounts from funding sources which resulted from expenditures incurred in excess of payments received. In addition, NJSGC received funds from certain funding sources which represent payments in excess of expenditures incurred which has been recorded as deferred revenue. The following details grants and contracts receivable and deferred revenue at September 30, 2018 and 2017:

Grants and Contracts Receivable	2018	2017
Funding Agency		
U.S. Department of Commerce		
National Oceanic and Atmospheric Administration		
Sea Grant Programs	\$ 371,273	\$ 737,160
U.S. Department of Commerce-Coastal Zone Management	8,306	-
U.S. Department of the Interior Fish and Wildlife Service	7,541	60,443
U.S. Department of Environmental Protection	15,640	
U.S. Department of Housing and Urban Development		17,376
State of New Jersey – Department of Environmental Protection	29.324	27,124
	\$ 432,084	\$ 842,103
Deferred Revenue		
Funding Agency		
U.S. Department of Commerce		
National Oceanic and Atmospheric Administration		
Sea Grant Programs	\$ 209,410	\$ 227
State of New Jersey - Department of Agriculture	16,483	13,703
State of New Jersey - Department of Environmental Protection	4,150	4,150
Other	4.397	15.344
	\$ 234,440	\$ 33,424
10		

NOTE 3 - FAIR VALUE MEASUREMENTS

NJSGC has provided fair value disclosure information for relevant assets in these financial statements. The following table summarizes assets which have been accounted for at fair value on a recurring basis as of September 30, 2018 and 2017, along with the basis for the determination of fair value:

		2018							
		Quoted Prices	Observable	Unobservable					
		In Active	Measurement	Measurement					
		Markets	Criteria	Criteria					
	Total	(Level 1)	(Level 2)	(Level 3)					
Certificates of deposit	\$_591,529	\$ -	\$ 591,529	\$ -					
Total	\$ 591,529	\$ -	\$ 591,529	<u>s</u> -					
			2017						
		Quoted Prices	Observable	Unobservable					
		In Active	Measurement	Measurement					
		Markets	Criteria	Criteria					
	Total	(Level 1)	(Level 2)	(Level 3)					
Certificates of deposit	\$ 669,773	s -	\$ 669.773	\$ -					
Total	\$ 669,773	\$ -	\$ 669,773	\$ -					

NJSGC values such assets using quoted market prices in active markets (Level 1) for identical assets to the extent possible. If such markets are not available, NJSGC values such assets using observable measurement criteria, including quoted market prices of similar assets in active and inactive markets and other corroborated factors (Level 2). In the event that quoted market prices in active markets and other observable measurement criteria are not available, NJSGC develops measurement criteria based on the best information available (Level 3).

NOTE 4 - PROPERTY AND EQUIPMENT

Property and equipment, net of accumulated depreciation, at September 30, 2018 and 2017 consisted of the following:

Estimated Li	te	
(Years)	2018	2017
5-20	\$ 1,157,887	\$ 1,157,887
3-12		21,870
5-12	40,531	136,100
	1,198,418	1,315,857
	(709.130)	(758,496)
	\$ 489,288	\$ 557,361
	(<u>Years)</u> 5-20 3-12	5-20 \$ 1,157,887 3-12 - 5-12 <u>40,531</u> 1,198,418 <u>(709,130)</u>

Depreciation expense totaled \$68,073 and \$67,297 for the years ended September 30, 2018 and 2017, respectively.

NOTE 5 - RETIREMENT PLAN

NJSGC has a 403(b) contributory defined contribution retirement plan (the"Plan") for those employees who meet eligibility requirements. Employees must have one year of service and 1,000 hours to be eligible to participate in the Plan. Participants must contribute a minimum of 2 percent of eligible salaries in order to receive a 6 percent contribution from NJSGC to the Plan. Pension expense was \$42,940 and \$39,405 for the years ended September 30, 2018 and 2017, respectively.

NOTE 6 - LEASED FACILITIES

NJSGC occupies facilities owned by the National Park Service at Fort Hancock, New Jersey. NJSGC pays for all operating costs including, but not limited to, utilities, repairs and maintenance. NJSGC entered into a twenty-year lease agreement expiring June 30, 2025, which was amended in 2012 and calls for minimum lease payments of \$3,383 annually. Rental expense for these facilities for the years ended September 30, 2018 and 2017 was \$3,383 and \$3,383, respectively.

Future minimum lease payments under operating leases that have remaining terms in excess of one year as of September 30, 2018 are:

Year Ended September 30,	Amount
2019	\$ 3,899
2020	3,899
2021	3,899
2022	3,899
2023	3,899
Thereafter	7.795
Total	\$27,290

NOTE 7 - CONCENTRATIONS OF CREDIT RISK

Financial investments which potentially subject NJSGC to concentrations of credit risk consist of cash and receivables. In an attempt to limit credit risk, NJSGC places all funds with high quality financial institutions. Management has not experienced any losses. Receivables are due from various governmental agencies with which NJSGC has a long history of collecting payments, which reduces credit risk.

NOTE 8 - CONCENTRATION OF GRANT REVENUE

For the years ended September 30, 2018 and 2017 approximately 80% and 73% of the NJSGC support came from the Department of Commerce, Sea Grant Program.

NOTE 9 - SUBSEQUENT EVENTS

Management has evaluated subsequent events through the date on which the financial statements were available to be issued. There were no subsequent events that require recognition or disclosure in the financial statements.

NOTE 10- NEW ACCOUNTING PRONOUNCEMENTS

New Accounting Pronouncements

In August 2016 the Financial Accounting Standards Board (FASB) issued Accounting Standard Update (ASU) 2016-14 – Not-for-Profit Entities (Topic 958) – *Presentation of Financial Statements of Not-for-Profit Entities*. ASU 2016-14, which is effective for fiscal years beginning after December 15, 2017 with early adoption permitted, will require a change to two areas of not-for-profit accounting and significant new financial statement presentation and disclosure requirements.

Under ASU 2016-14 (the "ASU") underwater funds will be accounted for within net assets with donor restrictions and not within net assets without donor restrictions as is the current practice. In addition, the ASU eliminates the accounting policy election to release donor imposed restrictions over the useful life of donated property and equipment when the donor does not explicitly specify the period of time the property must be used. Instead, entities will be required to relieve the donor's restrictions at the time the asset is placed in service. In addition to the above disclosures the ASU changes the presentation and disclosure requirements of not-for-profit entities in the following areas: expense disclosures, display of net asset classes, cash flow presentation, quantitative and qualitative liquidity disclosures and presentation of investment returns. NJSGC is currently evaluating the impact these changes will have on its future financial statements.

NEW JERSEY SEA GRANT CONSORTIUM, INC. SCHEDULE OF EXPENDITURES OF FEDERAL AWARDS Year Ended September 30, 2018

Federal Grantor Grantor/Program Title	Federal CFDA Number	Pass-Through Entity Identifying Number	Passed Through to Subrecipients		Through to F	
U.S. Department of Commerce		(2.5	187
National Oceanic and Atmospheric Administration						
Sea Grant Support	11.417		\$	868,936	\$	1,719,729
Passed through New Jersey Department of Environmental Protection						
Coastal Zone Management	11.419	CP17-011	-		-	18,428
Total U.S Department of Commerce				868,936		1,738,157
U.S Department of the Interior Fish and Wildlife Service						
Passed through New Jersey Department of Environmental Protection						
Clean Vessel Act	15.616	FG12-040				23,558
Passed through New Jersey Department of Environmental Protection						
Hurricane Sandy Disaster Relief-Coastal Resiliency Grants	15.153	CP15-015		14,557		20,241
Total U.S Department of the Interior Fish and Wildlife Service				14,557		43,799
Environmental Protection Agency						
Passed through New Jersey Department of Environmental						
Protection						
Performance Partnership Grants	66.605	SR18-010	-	15,640	-	15,640
Total Expenditures of Federal Awards			5	899,133	\$	1,797,596

14

See Independent Auditor's Report.

See accompanying Notes to Schedule of Expenditures of Federal Awards and State Financial Assistance.

NEW JERSEY SEA GRANT CONSORTIUM, INC. SCHEDULE OF EXPENDITURES OF STATE FINANCIAL ASSISTANCE Year Ended September 30, 2018

State Grantor Pass-through Grantor/Program Title	Award Number	Award Period	Passed Through to Subrecipients		Ex	Total State penditures
NJ Department of Commerce						
NJ Department of Environmental Protection						
Baslin Survey of Zooplankton in Barnegat Bay	MOA	07/14/16-01/14/18	5	16,275	\$	16,275
Branch Scale Arsenic Treatability Study	MOA	07/14/16-01/14/18	-	37,517		37,517
Total NJ Department of Commerce			-	53,792	<u>_</u>	53,792
NJ Department of Agriculture						
Fisheries Development	MOA	02/01/07-09/30/18	_		-	220
Total State Financial Assistance				53,792	_	54,012
Total Federal Awards and State Financial Assistance			\$	952,925	5	1,851,608