



Dear Community Partner,

On behalf of the Gulf of Catalina Gray Whale Preservation & Education Foundation, thank you for taking a moment to learn about our work and the students we serve.

The Gray Whale Foundation exists to do something both simple and powerful: connect children to the natural world in a way that sparks curiosity, empathy, and lifelong stewardship. Through hands-on education programs, assemblies, and real-world whale watching field trips, we introduce students to the California gray whale and the fragile marine ecosystem it depends on—often for the very first time.

Each year, thousands of students—many from underserved communities—step aboard a vessel or sit in a school assembly and experience science not as a textbook subject, but as something alive and unforgettable. For many, it is their first time on the ocean. For some, it is the moment they realize they can become a scientist, an environmental leader, or a protector of our planet.

What makes our work unique is how it is funded. The Gray Whale Foundation is committed to providing student education programs funded entirely by the private sector. Corporate partners and individual donors make it possible for us to remove financial barriers for schools, expand access to experiential learning, and ensure that no child misses out on these opportunities due to cost.

Your support directly fuels impact:

- More students gaining access to hands-on marine science education
- More classrooms experiencing the wonder of gray whales in their natural environment
- More young people developing a sense of responsibility for our oceans

Enclosed, you will find our sponsorship packet outlining suggested partnership levels and recognition opportunities. These levels are simply a guide—gifts of any amount are deeply appreciated and go directly toward program delivery and student access.

We see our corporate partners not just as sponsors, but as collaborators in shaping a future generation that understands the value of conservation, science, and environmental responsibility. By supporting the Gray Whale Foundation, your organization demonstrates a tangible commitment to education, sustainability, and community impact.

We would be honored to explore how we can work together and create a partnership that aligns with your values and goals. Thank you for considering an investment in education, conservation, and the next generation of ocean stewards.

With sincere appreciation,

*Deanna Hansen*

**Deanna Hansen, Board Member, Administrator and Secretary**

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Gulf of Catalina Gray Whale Preservation & Education Foundation

**[graywhalefoundation.org](http://graywhalefoundation.org)**



## WHY THIS WORK MATTERS

For many children, the ocean exists only in textbooks and screens.

For some, it's something to fear.

For others, it's never been experienced at all.

And yet, the future of our ocean depends on them.

**The Gray Whale Foundation** exists because we believe conservation does not begin with information — it begins with connection. A child who has stood on the deck of a boat, watched a gray whale surface beside them, and heard its breath echo across the water does not forget that moment. It changes how they see the ocean, their place in it, and their responsibility to protect it.

Our mission is simple and urgent: **to educate and inspire students through direct, on-the-water experiences that foster lifelong ocean stewardship — regardless of a child's background or access.**

[graywhalefoundation.org](http://graywhalefoundation.org)



**“When students step onto the ocean and see whales in their natural environment, learning becomes real. For many, it’s their first time on the water — an experience that turns curiosity into connection and inspires a lifelong respect for our oceans. These moments shape future scientists, environmentalists, and ocean stewards, and they are only possible through the support of partners who believe in education beyond the classroom.”**

— Captain Todd Mansur, *Educational Director & Marine Naturalist*



## THE GAP WE FILL

Hands-on marine education is proven to be transformative — yet it remains out of reach for countless students due to cost, logistics, and access. Schools are underfunded. Teachers are stretched thin. Field trips are often the first thing cut.

That's where we step in.

The Gray Whale Foundation bridges the gap between classroom learning and lived experience. Through fully guided whale watching field trips and assemblies led by captains, naturalists, and marine educators, we bring science to life — not as theory, but as reality.

**We don't just talk about conservation.**

***We immerse students in it.***

## OUR IMPACT

Each year, your support helps us:

- Serve **thousands of students each year**, including those from Title I and underserved schools, as well as classrooms across the broader community
- Provide **standards-aligned marine science education** for grades 3-12
- Create first-time ocean experiences for children who have never set foot on a boat
- Inspire measurable increases in environmental awareness, curiosity, and stewardship

For many students, this is their first encounter with a whale — and the moment they realize the ocean is something worth protecting.

## THE OPPORTUNITY

Your sponsorship directly expands access, deepens impact, and keeps this program alive.

The following pages outline ways to partner with us — and how your support is recognized — but the true return on your investment is harder to quantify:

A child who cares.

A future protector of our oceans.

A moment that changes a life.

**We invite you to stand with us — and help ensure every student has the chance to experience the ocean not as an idea, but as something real, powerful, and worth protecting.**

The sponsorship levels we created represent tangible ways to turn belief into action — expanding access for students while honoring the partners who make these transformative experiences possible.



## SPONSORSHIP UNDERWRITING OPPORTUNITIES

### STUDENT WHALE WATCHING TRIP

The Gray Whale Foundation's Student Whale Watching Field Trip is a two-hour, on-the-water marine science experience designed for students in grades 3 and beyond. Aboard a U.S. Coast Guard-certified vessel, students engage in curriculum-aligned learning focused on gray whale migration, local marine ecosystems, conservation practices, and marine biology. Led by trained naturalists and educators, this immersive program transforms science from a textbook concept into a lived experience—especially impactful for students who have never been on a boat or seen the ocean up close. For many participants, particularly those from underserved communities, the trip is both educational and transformative, fostering environmental awareness, curiosity, and a lasting respect for the ocean. Student transportation to and from the landing is the responsibility of the school unless sponsorship funding has been secured to cover the expense.

**\$4,500 - COVERS THE COST UP TO 149 PASSENGERS**

**\$4,000 - COVERS THE COST UP TO 100 PASSENGERS**

**\$3,500 - COVERS THE COST UP TO 55 PASSENGERS**

### TRANSPORTATION FOR A STUDENT WHALE WATCHING TRIP

Transportation is often the biggest barrier for schools hoping to participate in a whale watching field trip. The cost of bussing students to the harbor can be the deciding factor in whether a class is able to attend at all. Depending on group size, one to three buses are needed to safely transport students from their school to the landing. Your support directly removes this obstacle, ensuring students can step out of the classroom and experience marine science where it truly comes alive—on the ocean.

**\$500 - COVERS THE COST OF ONE BUS**

**\$1,000 - COVERS THE COST OF TWO BUSES**

**\$1,500 - COVERS THE COST OF THREE BUSES**

### SNACKS FOR A STUDENT WHALE WATCHING TRIP

A healthy snack and bottled water are provided for every student to keep them comfortable and focused during their time on the water. The Foundation is committed to covering this essential need; your underwriting support allows more funds to be directed toward field trip access and transportation, helping us serve more students.

**\$900 - COVERS SNACKS AND WATER FOR 149 STUDENTS**

**\$600 - COVERS SNACKS AND WATER FOR 100 STUDENTS**

**\$300 - COVERS SNACKS AND WATER FOR 55 STUDENTS**



## SPONSORSHIP UNDERWRITING OPPORTUNITIES

### MARINE ECOLOGY & ENVIRONMENTAL DATA COLLECTION

Environmental data is collected through a collaborative partnership with the **Pacific Marine Mammal Center**, supporting the documentation of gray whale behavior and indicators of overall health.

Led by Educational Director, Captain Todd Mansur and an experienced naturalist crew including certified teachers, participants learn how whale age and health can be assessed through observed behavior and physical indicators such as the presence of whale lice.

Designed for higher learning—high school and beyond—these small-group trips actively engage students in real marine science. Participants contribute to ongoing data collection focused on gray whale migration routes, local marine ecology, conservation practices, and marine biology. Naturalists document migration and behavioral data daily on each trip, contributing to long-term research and conservation efforts.

#### PROGRAM DETAILS:

- Small-group, hands-on data collection
- Guided by educators and research protocols
- Includes post-trip conclusions and summaries
- Designed for high school, college, and adult learners

**\$2,500 - UP TO 30 PASSENGERS**

### IN-SCHOOL ASSEMBLY PRIOR TO WHALE WATCHING TRIP

In-school assemblies are designed for students in grades K-5, while field trips are available for grades 3 and above. Each program features an age-appropriate PowerPoint presentation using NOAA-approved biological facts, rare footage of gray whales, and our traveling mini-museum to help students visualize the marine life they will encounter—bringing their upcoming experience to life before they ever step aboard. All presentations are 55 minutes in length and are led by our Educational Director, Captain Todd Mansur, and include dedicated time for student questions and discussion.

**\$375 - COVERS THE COST OF ONE IN-SCHOOL ASSEMBLY**



# CORPORATE TEAM OPPORTUNITIES

## CORPORATE EDUCATIONAL PRESENTATION

The Gray Whale Foundation’s Corporate Educational Presentations bring compelling, science-based ocean education directly into the workplace. Led by Educational Director, Captain Todd Mansur—a veteran mariner, marine educator, and conservation advocate—these presentations are designed specifically for adult audiences and professional environments.

Using a corporate-level PowerPoint presentation grounded in NOAA-approved biological data, Todd delivers an engaging, visually rich program that explores gray whale biology, migration, local marine ecosystems, and current conservation challenges. The presentation is enhanced by rare and exclusive gray whale footage, firsthand observations from decades at sea, and the Foundation’s traveling mini-museum, featuring real artifacts that create a tangible connection to the marine environment.

These sessions go beyond awareness to inspire perspective—connecting ocean health to environmental responsibility, sustainability, and stewardship in a way that resonates with today’s workforce. Ideal for corporate lunch-and-learns, leadership retreats, team-building events, and CSR initiatives, the program offers an educational experience that is intellectually engaging, visually immersive, and deeply impactful.

Participants leave with a greater understanding of the ocean as a living system—and a renewed sense of responsibility for protecting it.

**\$750 - PER PRESENTATION**

## CORPORATE WATCHING TRIP

The Gray Whale Foundation’s Corporate Whale Watching Experience is a two-hour, on-the-water marine science and conservation program designed for adult audiences and professional groups. Aboard a U.S. Coast Guard-certified vessel, participants explore gray whale migration, local marine ecosystems, and current conservation challenges through expert-led interpretation grounded in NOAA-approved science. Guided by trained naturalists and educators, the experience offers rare, firsthand insight into the ocean as a living system—transforming abstract environmental issues into tangible, real-world understanding. Ideal for corporate retreats, leadership experiences, team-building events, and CSR initiatives, the program fosters environmental awareness, perspective, and a deeper connection to ocean stewardship while offering an unforgettable shared experience on the water.

**\$4,500 - COVERS THE COST UP TO 149 PASSENGERS**

**\$4,000 - COVERS THE COST UP TO 100 PASSENGERS**

**\$3,500 - COVERS THE COST UP TO 55 PASSENGERS**



Dear Friends and Supporters,

I would like to begin by expressing how proud I am of the work being done through the Gray Whale Preservation and Education Foundation. Each season, as buses arrive and students step out filled with excitement and curiosity, I am reminded why this program matters so deeply. The anticipation in their faces — and the care they bring to listening, learning, and preparing for their time on the water — speaks volumes about the impact this experience has before it even begins.

What makes this program truly special is its ability to take learning beyond the classroom and place it directly into the natural world. When students see whales, dolphins, and other marine life in their natural environment, science becomes real. Conservation becomes personal. For many students, this is their first time on the ocean — an experience that often sparks curiosity, confidence, and a lifelong respect for our planet.

The Foundation operates with a small, hands-on team, which allows the majority of our funding to go directly toward student assemblies and on-the-water field trips. Our focus has always been simple and intentional: provide safe, meaningful, and educational experiences that leave a lasting impression on young minds. Every trip is carefully planned, every student is treated with care, and every lesson is rooted in respect for the ocean and its wildlife.

Over the years, I have personally had the privilege of working with tens of thousands of students — both in classrooms and on the water. Together, they have witnessed an extraordinary range of marine life, from gray and blue whales to dolphins, seals, sea lions, and countless seabirds. These moments are powerful, and the letters and drawings we receive from students afterward are a constant reminder of the difference this work makes.

Programs like this do not happen without support. Each year, we rely on the generosity of partners and sponsors who believe — as we do — that early education and real-world experiences are essential to building future ocean stewards. Your involvement helps ensure that students from a wide range of communities continue to have access to these unforgettable learning opportunities.

Thank you for taking the time to learn more about our mission and for considering a partnership with the Gray Whale Preservation and Education Foundation. Together, we can continue to inspire, educate, and protect the next generation's connection to our oceans.

With sincere gratitude,

**Captain Todd Mansur**

**Educational Director · Marine Naturalist · Board Member, Treasurer**

Gulf of Catalina Gray Whale Preservation & Education Foundation

(949) 547-7748 · toddmansur@gmail.com

For additional information, please contact:

**Lisa Phillips, School Field Trip Coordinator**

(949) 677-8424 · surfnphillips@aol.com

[graywhalefoundation.org](http://graywhalefoundation.org)





# SPONSOR RECOGNITION TIERS & BENEFITS

*(Recognition and experiential benefits scale by giving level)*

All complimentary whale-watching benefits are provided through our program partner, **Dana Wharf Sportfishing & Whale Watching**, and are subject to availability and standard scheduling policies.

## SUPPORTING SPONSOR

**\$500 - \$999**

### RECOGNITION

- Name or logo recognition in applicable program materials and website
- Acknowledgment in post-program impact summary

### EXPERIENTIAL BENEFIT

- **2 complimentary Whale & Dolphin Watching Tour tickets**

## PROGRAM SPONSOR

**\$1,000 - \$2,499**

### RECOGNITION

- Name or logo recognition in applicable program materials and website
- Inclusion in post-program impact summary
- Thank-you mention in Foundation communications

### EXPERIENTIAL BENEFIT

- **4 complimentary Whale & Dolphin Watching Tour tickets**
- VIP boarding, tote bag, and galley voucher

## EDUCATION PARTNER

**\$2,500 - \$3,999**

### RECOGNITION

- Name or logo recognition in applicable program materials and website
- Logo recognition on sponsored program materials (print or digital)
- Written impact summary including participant numbers and program outcomes
- Recognition tied to a specific educational experience
- Inclusion in post-program impact summary
- Detailed impact report including educational and conservation outcomes
- Thank-you mention in Foundation communications
- Education Partner Sponsor Plaque

### EXPERIENTIAL BENEFIT

- **6 complimentary Whale & Dolphin Watching Tour tickets**
- VIP boarding, tote bag, and galley vouchers *and*
- **2 tickets for the 8-Hour Ultimate Whale Watch**
- VIP boarding, tote bag, and galley vouchers



# SPONSOR RECOGNITION TIERS & BENEFITS

## FIELD TRIP SPONSOR

**\$4,000 - \$7,499**

### RECOGNITION

- Logo recognition associated with sponsored field trip(s)
- Logo recognition on sponsored program materials (print or digital, when applicable)
- Recognition tied to a specific educational experience
- Inclusion in post-program impact summary
- Detailed impact report including educational and conservation outcomes
- Acknowledgment in Foundation outreach or presentations
- Field Trip Partner Sponsor Plaque

### EXPERIENTIAL BENEFIT

- **10 complimentary Whale & Dolphin Watching Tour tickets**
- VIP boarding, tote bag, and galley vouchers

*or*

- **Private or semi-private charter credit** toward Whale watching charter experience
- Option to allocate tickets to employees, clients, or community partners

## CONSERVATION PARTNER

**\$7,500 - \$14,999**

### RECOGNITION

- Prominent logo placement across all applicable Foundation materials
- Logo recognition associated with sponsored field trip(s)
- Recognition tied to a specific educational experience
- Inclusion in post-program impact summary
- Acknowledgment in Foundation outreach or presentations
- Detailed impact report including educational and conservation outcomes
- Recognition tied to science or data collection programming
- Conservation Partner Sponsor Plaque

### EXPERIENTIAL BENEFIT

- **Private whale watching charter**

*or*

- **Annual Whale Watching Passes (for four recipients)**
- VIP boarding, tote bag, and galley vouchers
- Invitations to observe select educational or data collection trips (when appropriate)



# SPONSOR RECOGNITION TIERS & BENEFITS

## LEGACY SPONSOR

\$15,000+

### RECOGNITION

- Premier logo recognition across all program and Foundation materials
- Logo recognition associated with sponsored field trip(s)
- Recognition tied to a specific educational experience
- Inclusion in post-program impact summary
- Detailed impact report including educational and conservation outcomes
- Acknowledgment in Foundation outreach or presentations
- Recognition tied to science or data collection programming
- Legacy Sponsor Plaque
- Customized recognition package aligned with sponsor goals

### EXPERIENTIAL BENEFIT

- **Customized whale watching experience package**, which may include:
  - Private charter / Private Whale Watching Tour
  - Multiple Annual Whale Watching Passes
  - VIP boarding, tote bag, and galley vouchers
  - Hosted experience for staff, clients, or stakeholders
- Opportunities for deeper engagement (briefings, observation days, or special sailings when available)

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## RECOGNITION & BENEFIT NOTES

- Recognition and experiential benefits are scaled to sponsorship level and program context.
- Whale watching experiences are non-transferable for resale and provided as donor appreciation, not as goods-for-value exchange.
- All sponsors may request documentation for grant or corporate reporting purposes.
- Custom benefit packages are available to align with foundation or corporate giving policies.

**Fair Market Value Disclosure:** Complimentary whale watching experiences and related benefits provided in connection with sponsorships have an estimated fair market value. The tax-deductible portion of a contribution is limited to the amount exceeding the fair market value of goods or services received. Upon request, the Gray Whale Foundation can provide documentation to support donor and grant reporting requirements.

**Tax Disclosure:** The deductible portion of this contribution may be reduced by the fair market value of any goods or services received. Documentation available upon request.



# SPONSORSHIP & OPPORTUNITIES FORM

**I WOULD LIKE TO SUPPORT THE GRAY WHALE FOUNDATION AT THE FOLLOWING LEVEL:**

## UNDERWRITING OPPORTUNITIES

- Whale Watching Trip for up to 149 passengers | \$4,500
- Whale Watching Trip for up to 100 passengers | \$4,000
- Whale Watching Trip for up to 55 passengers | \$3,500
- Marine Ecology & Environmental Data Collection Trip | \$2,500
- Transportation Costs for three buses | \$1,500
- Transportation Costs for two buses | \$1,000
- Transportation Costs for one bus | \$500
- Student Snacks for up to 149 students | \$900
- Student Snacks for up to 100 students | \$600
- Student Snacks for up to 55 students | \$300
- In-School assembly prior to whale watching trip | \$375

## SPONSORSHIPS LEVELS

- Supporting Sponsor | \$500 - \$999
- Corporate Education Partner | \$750
- Program Sponsor | \$1,000 - \$2,499
- Education Partner | \$2,500 - \$3,999
- Field Trip Sponsor | \$4,000 - \$7,499
- Conservation Partner | \$7,500 - \$14,999
- Legacy Sponsor | \$15,000+

## DONATION AMOUNT

\$ \_\_\_\_\_

## CONTACT INFORMATION

Name: \_\_\_\_\_

Company/Organization: \_\_\_\_\_

Billing Address: \_\_\_\_\_

City \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Phone: \_\_\_\_\_ Email: \_\_\_\_\_

## PROGRAM RECOGNITION

Please list how you would like to be recognized in marketing materials (if applicable).

\_\_\_\_\_

## PAYMENT INFORMATION

Enclosed is my sponsorship check for \$ \_\_\_\_\_ made payable to **The Gulf of Catalina Gray Whale Preservation & Education Foundation**.

Please charge my credit card in the amount of \$ \_\_\_\_\_  AMEX |  MC |  VISA |  Discover

Credit Card Number: \_\_\_\_\_ CVV: \_\_\_\_\_ Expiration Date: \_\_\_\_\_

Name on Card (if different from contact): \_\_\_\_\_ Phone: \_\_\_\_\_

## SPONSORSHIP COMMITMENT + SIGNATURE (sponsor agreement not valid without signature)

Total Commitment/Sponsorship Amount \$ \_\_\_\_\_ Date: \_\_\_\_\_ Signature: \_\_\_\_\_

### PLEASE RETURN COMPLETED FORM & PAYMENT TO:

The Gulf of Catalina Gray Whale Preservation & Education Foundation  
2311 Calle La Serna, San Clemente, CA 92672 • graywhalefoundation@gmail.com • graywhalefoundation.org