

Ocean Conservancy

CONTENTS

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Report Generated on: 11/27/2025

Executive Summary	2
Programs & Results	4
Financial Review	7
Operations & Leadership	9

APPENDIX

Key Documents	22
Charity Check Report	23

Ocean Conservancy

aka OCEAN CONSERVANCY, INC.
Washington, DC
<http://www.oceanconservancy.org>
(202)429-5609

[View GuideStar Profile](#)



MISSION

Ocean Conservancy unites science, people and policy to protect our ocean, today and for generations to come.

EIN

23-7245152

RULING YEAR

1972

IRS SUBSECTION

501(c)(3) Public Charity

FOUNDING YEAR

1972

MAIN ADDRESS

1300 19th St NW Fl 8
Washington, DC
20036-1609

AFFILIATION TYPE

Independent Organization

CONTACT

Sarah Katherine Hamang,
Director, Development
Operations
(202) 429-5609
give@oceanconservancy.org

CHIEF EXECUTIVE OFFICER

Janis Jones

SUBJECT AREA

Climate change

Oceans and coastal waters

Wildlife biodiversity

Natural resources

Aquatic wildlife protection

Wildlife sanctuaries

NTEE Code

Natural Resource Conservation
and Protection (C30)

PROGRAMS

1. Ocean Conservancy Program

Population(s) served:

COMPLIANCE

- ✓ IRS Pub 78 Verified as of November 2025
- ✓ IRS BMF 509(a) (1) as of November 14, 2025
- ✓ A-133 Audit Required/Performed?
- ✓ Conflict of Interest Policy
- ✓ Written whistleblower policy

Section 509(a)(1) organization as referred to in Section 170(b)(1)(A)(vi)

TRANSPARENCY MEASURES

- ✓ Board Practices Reported?
- ✓ Diversity Data Reported?
- 14 Number of Independent Board Members

Programs & Results

PROGRAMS

Source: Self-Reported by Organization, June 2025

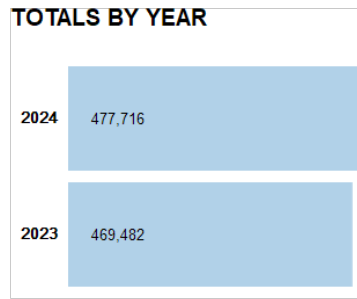
Ocean Conservancy Program

Population(s) Served: n/a

Ocean Conservancy is advancing the most effective, scalable solutions to protect the ocean we all depend on. We are working to eliminate plastic pollution at its source and engage millions of people worldwide in cleanups and citizen science. We are defending critical ecosystems and the species that rely on them. And we are mobilizing ocean-based climate strategies that reduce emissions and build resilience. With decades of proven leadership, Ocean Conservancy serves as a trusted partner to policymakers, businesses, scientists and communities, ensuring that ocean action is grounded in the best available science and delivers lasting impact. By working together, we can protect the ocean's extraordinary biodiversity, sustain the billions of people who depend on its resources and preserve the planet's life-support system for generations to come.

RESULTS

Number of volunteers

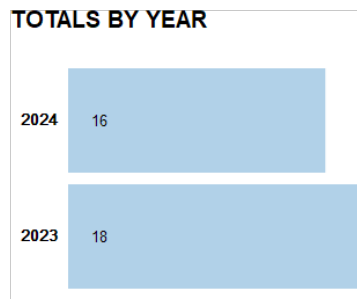


Population(s) Served: No target populations selected

Related program:

Notes: Ocean Conservancy is reporting on the total impact of the global International Coastal Cleanup(R).

Number of policies formally established

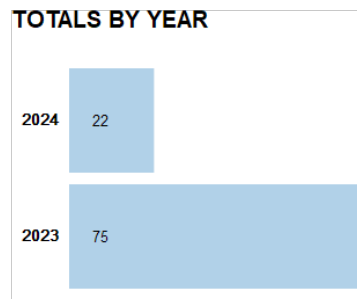


Population(s) Served: No target populations selected

Related program:

Notes: Ocean Conservancy tracks this metric by fiscal year (July 1 - June 30).

Number of comment letters to government agencies

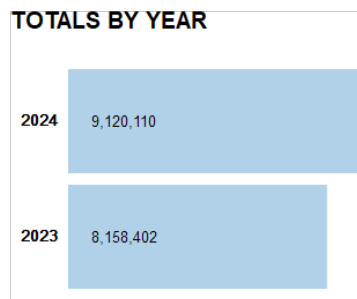


Population(s) Served: No target populations selected

Related program:

Notes: Ocean Conservancy tracks this metric by fiscal year (July 1 - June 30).

Total pounds of debris collected

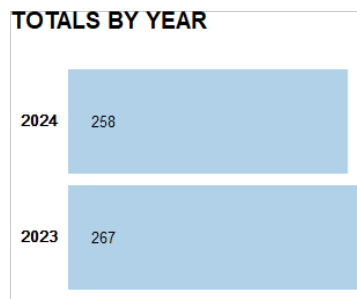


Population(s) Served: No target populations selected

Related program:

Notes: Ocean Conservancy is reporting on the total impact of the global International Coastal Cleanup(R).

Number of meetings held with decision makers



Population(s) Served: No target populations selected

Related program:

Notes: Ocean Conservancy tracks this metric by the fiscal year (July 1 - June 30). Current tracking is related to Congressional meetings specifically.

CHARTING IMPACT

What is the organization aiming to accomplish?

We identify the most urgent threats to our ocean, then champion the most effective solutions through cutting-edge science, policy change, and partnerships. Our comprehensive approach addresses a broad range of ocean problems at all levels. We advance policies to eliminate single-use plastic at its source and organize beach cleanups to remove trash that has already reached our waterways. We promote global measures to protect pristine ocean ecosystems and the magnificent animals that call them home. We mobilize ocean solutions for clean, renewable energy to reduce the effects of climate change.

What are the organization's key strategies for making this happen?

With more than 50 years of proven leadership, we inspire a global network of advocates, policymakers, scientists, corporations and communities to act boldly for a flourishing ocean. Ocean Conservancy has scientists, policy analysts, attorneys and communicators as part of a diverse staff. Our program teams work closely with staff in our development, finance and administration teams who help secure funding through generous donations from individuals and corporations as well as through foundation and institutional grants. We are on the ground and invested in states from Alaska to Florida, Washington state to Washington, DC. Our team is adept at working across academia, industry, governments, other NGOs and communities. We are bipartisan and fiercely loyal to our mission. Together, we are working to secure a healthy ocean and a thriving planet, forever and for everyone.

What are the organization's capabilities for doing this?

Ocean Conservancy has scientists, policy analysts, attorneys and communicators as part of a diverse staff. Our program teams work closely with staff in our development, finance and administration teams who help secure funding through generous donations from individuals and corporations as well as through foundation, government and multi-lateral grants. We are on the ground and invested in states from Alaska to Florida, Washington state to Washington DC. Our team is adept at working across academia, industry, governments, other NGOs and communities. We are bipartisan and fiercely loyal to our mission.

What have and haven't they accomplished so far?

Since we were founded in 1972, Ocean Conservancy has accomplished many incredible wins for our ocean, thanks to our volunteers, activists, ocean champions, dedicated staff and visionary leadership:

- Introduced a dolphin-safe tuna labeling program
- Introduced new fishing gear to prevent the drowning of sea turtles in the Gulf of Mexico
- Created the International Coastal Cleanup, which is active in 112 countries and since its inception, more than 13 million volunteers have kept more than 250 million pounds of trash out of our ocean
- Secured a state-wide network of marine protected areas in California covering nearly 1,000 square miles of coastal waters
- Strengthened sustainable fisheries through the Magnuson Stevens Fishery Conservation and Management Act
- Championed legislation that banned the use of microbeads (small plastic particles) in the U.S.
- Secured important protections in the Bering Sea and Strait from the dangers of increased shipping
- Supported creation of the fir

Financials

FISCAL YEAR START: 07/01
FISCAL YEAR END: 06/30
✓ Financials audited by an independent accountant

FINANCIALS QUICK VIEW

Total revenue, gains, and other support per audited financial statements	\$53,779,668
Total expenses and losses per audited financial statements	\$52,116,691
Surpluses in last 5 years	3
Negative Net Assets in past 5 years	0

Financial Trends Analysis

Business Model Indicators

Created in Partnership with



Profitability	2020	2021	2022	2023	2024
Unrestricted surplus (deficit) before depreciation	\$5,134,831	\$18,228,646	\$1,259,785	\$5,842,371	\$919,791
As a % of expenses	16.1%	57.8%	3.1%	11.3%	1.8%
Unrestricted surplus (deficit) after depreciation	\$5,007,257	\$18,189,449	\$1,230,658	\$5,606,047	\$628,905
As a % of expenses	15.6%	57.7%	3.0%	10.8%	1.2%
Revenue Composition					
Total revenue (unrestricted & restricted)	\$33,767,304	\$55,287,830	\$49,652,396	\$48,602,165	\$49,196,694
Total revenue, % change over prior year	9.4%	63.7%	-10.2%	-2.1%	1.2%
Program services revenue	0.0%	0.0%	0.0%	0.0%	0.0%
Membership dues	0.0%	0.0%	0.0%	0.0%	0.0%
Investment income	2.0%	1.3%	1.8%	2.3%	3.6%
Government grants	4.1%	1.9%	1.6%	4.4%	2.1%
All other grants and contributions	93.6%	94.2%	95.3%	92.5%	92.7%
Other revenue	0.2%	2.6%	1.3%	0.8%	1.6%
Expense Composition					
Total expenses before depreciation	\$31,966,412	\$31,511,617	\$40,824,012	\$51,624,868	\$51,544,484
Total expenses, % change over prior year	6.8%	-1.4%	29.6%	26.5%	-0.2%
Personnel	47.9%	51.3%	47.1%	44.7%	46.4%
Professional Fees	18.6%	17.5%	23.2%	22.9%	21.2%
Occupancy	4.0%	3.8%	3.1%	2.4%	2.7%
Interest	0.0%	0.0%	0.0%	0.0%	0.0%
Pass-Through	4.8%	7.0%	5.6%	7.2%	8.9%
All other expenses	24.7%	20.3%	21.1%	22.9%	20.8%

Financial Trends Analysis, continued

Moving Toward Full Cost Coverage

Full Cost Components (estimated)	2020	2021	2022	2023	2024
Total Expenses (after depreciation)	\$32,093,986	\$31,550,814	\$40,853,139	\$51,861,192	\$51,835,370
One Month of Savings	\$2,663,868	\$2,625,968	\$3,402,001	\$4,302,072	\$4,295,374
Debt Principal Repayment	\$0	\$0	\$0	\$0	\$0
Fixed Asset Additions	\$0	\$0	\$1,099,909	\$583,123	\$0
Total Full Costs (estimated)	\$34,757,854	\$34,176,782	\$45,355,049	\$56,746,387	\$56,130,744

Capital Structure Indicators

Liquidity

Months of cash	2.5	4.2	7.5	3.1	2.9
Months of cash and investments	15.2	22.8	21.2	15.7	17.6
Months of estimated liquid unrestricted net assets	11.4	18.5	14.3	12.6	12.8

Balance Sheet Composition

Cash	\$6,731,489	\$11,119,598	\$25,664,233	\$13,359,856	\$12,612,512
Investments	\$33,738,152	\$48,877,654	\$46,377,386	\$54,366,481	\$62,923,112
Receivables	\$10,421,670	\$22,190,379	\$11,921,060	\$17,363,830	\$10,850,444
Gross land, buildings, and equipment (LBE)	\$1,638,751	\$1,603,716	\$2,464,983	\$2,928,025	\$2,126,137
Accumulated depreciation (% of LBE)	97.6%	99.4%	56.2%	51.3%	38.9%
Liabilities (as % of assets)	7.0%	5.2%	15.0%	15.8%	13.9%
Unrestricted net assets	\$30,425,611	\$48,615,060	\$49,845,718	\$55,451,765	\$56,080,670
Temporarily restricted net assets	N/A	N/A	N/A	N/A	N/A
Permanently restricted net assets	N/A	N/A	N/A	N/A	N/A
Total restricted net assets	\$18,543,436	\$31,153,977	\$30,903,555	\$25,519,066	\$25,905,038
Total net assets	\$48,969,047	\$79,769,037	\$80,749,273	\$80,970,831	\$81,985,708

Key Data Checks

Material Data Errors	2020	2021	2022	2023	2024
	No	No	No	No	No

Note: This issue is relevant to a small number of organizations: The nonprofit subject(s) of this report may have affiliates. The Form 990 data may not include information about any or all potential affiliates. If an organization does have affiliates and these affiliates have substantial financial activity, the financial data in this report may not present a comprehensive picture of the nonprofit's financial condition. Please consult the 990s of any potentially related affiliates for additional information.

[Formulas for key metrics](#)

['Key Revenue & Expense Data from Form 990'](#)

['Key Balance Sheet Data from Form 990'](#)

Operations

Source: Self-Reported by Organization, June 2025

CHIEF EXECUTIVE OFFICER

Ms. Janis Searles Jones

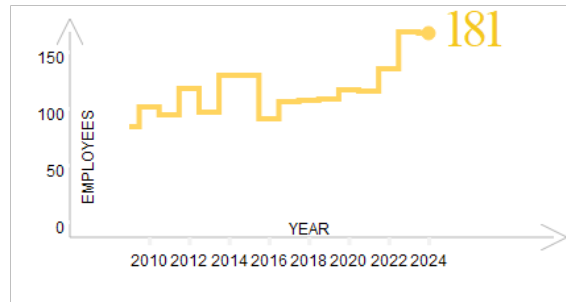
[LinkedIn profile](#)

Janis champions Ocean Conservancy's work in the region against the growing threats of oil and gas development, increased shipping and climate change. As CEO of Ocean Conservancy, she has a deep understanding of our conservation programs and strategic direction. Janis brings passion, logic and commitment to our work on the water.

She is a respected expert in the marine conservation field and has authored multiple chapters on the sustainable use of ocean resources, focusing on ecosystem-based management for the oceans, Pacific fisheries, and other ocean and coastal law and policy topics. Prior to joining Ocean Conservancy, Janis was senior regional counsel and policy advisor for Oceana and the staff attorney for the Alaska office of Earthjustice.

NUMBER OF EMPLOYEES

Source: IRS Form 990



BOARD MEMBERS

- Denise Shiffman
- Stephen Palumbi
Stanford University's Hopkins Marine Station
- Ian McAbeer
Brown Advisory
- Jeff Rosenthal
Summit
- John Sargent
- Sanjay Pingle
Everly Health
- Troy Templeton
Trivest
- W. Cutter
The Roosevelt Institute
- Bonnie Crabtree
Korn Ferry
- Claire Bernard
Mariposa Foundation
- Denise Godreau
KSL Capital
- Erin Browne
PIMCO
- Janis Jones
Ocean Conservancy
- Laura Francis
Sea Forward Ocean Health Fund
- Ty Stiklorius
Friends at Work
- Paul Shang
Standard Bank

OFFICERS, DIRECTORS, TRUSTEES, AND KEY EMPLOYEES**FISCAL YEAR 2024**

Name	Title	Compensation	Other	Related
Janis Searles Jones	CEO	\$677,431	\$45,894	\$0
Sarah Humphries	CHIEF OF DEVELOPMENT	\$300,637	\$40,950	\$0
Emily Woglom	EVP	\$292,963	\$38,263	\$0
Katherine Andrews	CHIEF OF STRATEGY	\$274,503	\$27,487	\$0
Kenneth Donaldson	CFO	\$251,840	\$24,155	\$0
Adrienne Loftin	CHIEF PEOPLE & CULTURE OFFICER	\$250,599	\$24,050	\$0
Sarah Beiderman	CHIEF OF STAFF	\$177,269	\$19,641	\$0
John Sargent	CHAIR	\$0	\$0	\$0
Sanjay A Pingle	VICE CHAIR	\$0	\$0	\$0
W Bowman Cutter	TREASURER	\$0	\$0	\$0
Denise Godreau	SECRETARY	\$0	\$0	\$0
Claire Bernard	DIRECTOR	\$0	\$0	\$0
Erin Browne	DIRECTOR	\$0	\$0	\$0
Bonnie M Crabtree	DIRECTOR	\$0	\$0	\$0
Colin Le Duc	DIRECTOR	\$0	\$0	\$0
Laura Francis	DIRECTOR	\$0	\$0	\$0
Steve Gibbs	DIRECTOR (THRU 07/23)	\$0	\$0	\$0
Jeff Rosenthal	DIRECTOR	\$0	\$0	\$0
Paul Shang	DIRECTOR	\$0	\$0	\$0
Ty Stiklorius	DIRECTOR	\$0	\$0	\$0
Troy Templeton	DIRECTOR	\$0	\$0	\$0
Suzanne H Woolsey	DIRECTOR	\$0	\$0	\$0

OFFICERS, DIRECTORS, TRUSTEES, AND KEY EMPLOYEES

FISCAL YEAR 2023

Name	Title	Compensation	Other	Related
Janis Searles Jones	CEO	\$641,698	\$51,138	\$0
Sarah Humphries	Chief Development Officer	\$282,534	\$38,604	\$0
Emily Woglom	EVP	\$276,929	\$36,058	\$0
Katherine Andrews	Chief of Strategy	\$254,466	\$32,817	\$0
Kenneth Donaldson	CFO	\$241,729	\$22,910	\$0
Adrienne Loftin	Chief People & Culture Officer	\$238,771	\$22,666	\$0
Julia Roberson	VP, Communications	\$181,791	\$19,182	\$0
Suzanne H Wolsey	Co-Chair	\$0	\$0	\$0
Jenny Flores	Co-Chair	\$0	\$0	\$0
John Sargent	Vice Chair	\$0	\$0	\$0
W Bowman Cutter	Secretary	\$0	\$0	\$0
Lawrence Wagenberg	Treasurer	\$0	\$0	\$0
Claire Bernard	Director	\$0	\$0	\$0
Erin Browne	Director	\$0	\$0	\$0
Bonnie M Crabtree	Director	\$0	\$0	\$0
Steve Gibbs	Director	\$0	\$0	\$0
Denise Godreau	Director	\$0	\$0	\$0
Colin le Duc	Director	\$0	\$0	\$0
Sanjay A Pingle	Director	\$0	\$0	\$0
Robin Schulman	Director	\$0	\$0	\$0
Troy Templeton	Director	\$0	\$0	\$0

OFFICERS, DIRECTORS, TRUSTEES, AND KEY EMPLOYEES

FISCAL YEAR 2022

Name	Title	Compensation	Other	Related
Janis Searles Jones	CEO	\$562,675	\$56,363	\$0
Emily Woglom	EVP	\$264,167	\$33,386	\$0
Sarah Humphries	Chief Development Officer	\$245,706	\$36,922	\$0
Katherine Andrews	Chief of Strategy	\$245,245	\$25,177	\$0
Kenneth Donaldson	CFO	\$230,661	\$24,541	\$0
Chris Dorsett	VP, Conservation	\$230,185	\$45,514	\$0
Julia Roberson	VP, Communications	\$228,775	\$24,165	\$0
Adrienne Loftin	Chief People & Culture Officer	\$208,399	\$22,958	\$0
Scott Highleyman	VP, Artic Programs	\$180,712	\$42,597	\$0
Anne Merwin	VP, Conservation	\$178,731	\$42,751	\$0
George Leonard	Chief Scientist	\$168,335	\$41,780	\$0
Jeffrey Watters	VP, External Affairs	\$164,395	\$41,478	\$0
Malissa Lash	VP, Resource Development	\$157,276	\$41,326	\$0
Suzanne H Woolsey	Chair	\$0	\$0	\$0
Jenny Flores	Vice Chair	\$0	\$0	\$0
W Bowman Cutter	Secretary	\$0	\$0	\$0
Lawrence Wagenberg	Treasurer	\$0	\$0	\$0
Claire Bernard	Director	\$0	\$0	\$0
Erin Browne	Director	\$0	\$0	\$0
Bonnie M Crabtree	Director	\$0	\$0	\$0
Steve Gibbs	Director	\$0	\$0	\$0
Denise Godreau	Director	\$0	\$0	\$0
Colin le Duc	Director	\$0	\$0	\$0
William E Martin	Director	\$0	\$0	\$0
Jeremy Milo	Director	\$0	\$0	\$0
Jeanie Nelson	Director	\$0	\$0	\$0
Sanjay A Pingle	Director	\$0	\$0	\$0
John Sargent	Director	\$0	\$0	\$0
Robin Schulman	Director	\$0	\$0	\$0
Steve Strongin	Director	\$0	\$0	\$0

OFFICERS, DIRECTORS, TRUSTEES, AND KEY EMPLOYEES

FISCAL YEAR 2021

Name	Title	Compensation	Other	Related
Janis Searles Jones	CEO	\$478,693	\$52,862	\$0
Emily Woglom	EVP	\$246,908	\$32,560	\$0
Katherine Andrews	Chief of Strategy	\$230,799	\$11,733	\$0
Sarah Humphries	VP, Resource Development	\$229,880	\$36,121	\$0
Kenneth Donaldson	CFO	\$215,314	\$23,781	\$0
Chris Dorsett	VP Conservation Policy & Programs	\$212,995	\$44,760	\$0
Julia Roberson	VP Communications	\$205,311	\$22,839	\$0
Scott Highleyman	VP Arctic Programs	\$170,021	\$42,001	\$0
Anne Merwin	VP Conservation	\$161,481	\$41,775	\$0
George Leonard	Chief Scientist	\$158,676	\$41,229	\$0
Teresa Parsons	Director Program Development	\$156,781	\$41,276	\$0
Suzanne H Woolsey	Chair	\$0	\$0	\$0
Jenny Flores	Vce Chair	\$0	\$0	\$0
W Bowman Cutter	Secretary	\$0	\$0	\$0
Edward M Miller	Treasurer	\$0	\$0	\$0
Bonnie M Crabtree	Director	\$0	\$0	\$0
Colin le Duc	Director	\$0	\$0	\$0
William E Martin	Director	\$0	\$0	\$0
Jeremy Milo	Director	\$0	\$0	\$0
Jeanie C Nelson	Director	\$0	\$0	\$0
Michael Orbach	Director	\$0	\$0	\$0
Daniel Oros	Director	\$0	\$0	\$0
John Sargent	Director	\$0	\$0	\$0
Lawrence Wagenberg	Director	\$0	\$0	\$0
Tom Weaver	Director	\$0	\$0	\$0

OFFICERS, DIRECTORS, TRUSTEES, AND KEY EMPLOYEES

FISCAL YEAR 2020

Name	Title	Compensation	Other	Related
Janis Searles Jones	CEO	\$425,936	\$58,092	\$0
Emily Woglom	EVP	\$268,281	\$27,395	\$0
Sarah Humphries	VP, Resource Development	\$242,955	\$39,927	\$0
Chris Dorsett	VP Conservation Policy & Programs	\$205,678	\$50,544	\$0
Julia Roberson	VP Communications	\$197,806	\$23,423	\$0
Kenneth Donaldson	VP Finance & Admin/ CFO beg 1/1/2020	\$196,619	\$23,423	\$0
Scott Highleyman	VP Arctic Programs	\$165,405	\$47,847	\$0
Lawrence Amon	CFO	\$158,697	\$8,657	\$0
George Leonard	Chief Scientist	\$153,653	\$47,092	\$0
Teresa Parsons	Director Program Development	\$151,916	\$47,051	\$0
Daniel Oros	Chair	\$0	\$0	\$0
Suzanne Woolsey	Vice Chair	\$0	\$0	\$0
Edward Miller	Treasurer	\$0	\$0	\$0
W Bowman Cutter	Secretary	\$0	\$0	\$0
Thomas Allen	Director	\$0	\$0	\$0
Bonnie Crabtree	Director	\$0	\$0	\$0
Jenny Flores	Director	\$0	\$0	\$0
Colin le Duc	Director	\$0	\$0	\$0
William Martin	Director	\$0	\$0	\$0
Jeremy Milo	Director	\$0	\$0	\$0
Jeanie Nelson	Director	\$0	\$0	\$0
Michael Orbach	Director	\$0	\$0	\$0
John Sargent	Director	\$0	\$0	\$0
Oswald Schmitz	Director	\$0	\$0	\$0
Lawrence Wagenberg	Director	\$0	\$0	\$0
Tom Weaver	Director	\$0	\$0	\$0

HIGHEST PAID EMPLOYEES

FISCAL YEAR 2024

Name	Title	Compensation	Other	Related
Chris Dorsett	VP, CONSERVATION	\$234,388	\$41,182	\$0
George Leonard	CHIEF SCIENTIST	\$199,045	\$44,918	\$0
Scott Highleyman	SENIOR ADVISOR, OCEAN CONSERVANCY	\$196,649	\$30,582	\$0
Jeffrey Watters	VP, EXTERNAL AFFAIRS	\$195,858	\$32,810	\$0
Malissa Lash	VP, RESOURCE DEVELOPMENT	\$191,007	\$44,729	\$0

HIGHEST PAID EMPLOYEES

FISCAL YEAR 2023

Name	Title	Compensation	Other	Related
Chris Dorsett	VP, Conservation	\$242,141	\$46,625	\$0
Scott Highleyman	VP, Arctic Programs	\$187,016	\$28,768	\$0
Jeffrey Watters	VP, External Affairs	\$186,503	\$30,798	\$0
George Leonard	Chief Scientist	\$182,309	\$41,866	\$0
Malissa Lash	VP, Resource Development	\$181,856	\$41,498	\$0

HIGHEST PAID EMPLOYEES

FISCAL YEAR 2022

Name	Title	Compensation	Other	Related
Teresa Parsons	Sr Director, Conservation Support	\$168,032	\$20,755	\$0
Kelly Luck	Sr Director, Foundation & Government Support	\$155,695	\$41,120	\$0
Richard Sheard	Senior Director, Shipping Emissions	\$153,848	\$19,676	\$0
Michelle Frey	Senior Director, Digital Outreach	\$147,779	\$40,616	\$0
Trishna Gurung	Sr Director, Communications	\$147,494	\$40,582	\$0

HIGHEST PAID EMPLOYEES

FISCAL YEAR 2021

Name	Title	Compensation	Other	Related
Jeffrey Watters	Sr. Director, Conservation Policy	\$152,320	\$21,746	\$0
Kelly Luck	Director, Foundation & Gov't Support	\$146,556	\$40,604	\$0
Malissa Lash	Sr. Director, Resource Development	\$145,797	\$40,714	\$0
Michelle Frey	Sr. Director, Digital Outreach	\$139,127	\$46,208	\$0
Richard Sheard	Sr. Director, Shipping Emissions	\$138,924	\$18,814	\$0

HIGHEST PAID EMPLOYEES

FISCAL YEAR 2020

Name	Title	Compensation	Other	Related
Kelly Luck	Director, Foundation & Gov't Support	\$140,312	\$46,401	\$0
Malissa Lash	Sr. Director, Resource Development	\$140,199	\$46,507	\$0
Jeffrey Watters	Sr. Director, Conservation Policy	\$136,109	\$20,760	\$0
Michelle Frey	Sr. Director, Digital Outreach	\$134,408	\$46,016	\$0
Trishna Gurung	Sr. Director, Communications	\$134,188	\$45,985	\$0

Contractors

FISCAL YEAR 2024

Name	Address	Type of Service	Compensation
Whirled Interactive Llc	8137 NAYLOR AVENUE, LOS ANGELES 90045	CLEANUP CONSULTING	\$650,458
Newport One INC	21 RAILROAD AVENUE, DUXBURY 02332	FUNDRAISING CONSULTING	\$472,528
Iwrc Global Llc	217 BEECH STREET, CRANFORD 07016	PROGRAM/PROJECT MANGEMENT, TRAINING	\$384,907
Resource Media	9450 SW GEMINI DR, BEAVERTON 97008	COMMUNICATIONS CONSULTING	\$320,000
Community It Innovators INC	PO BOX 220278, CHANTILLY 20153	IT MANAGEMENT, TRANSITION SUPPORT SERVIC	\$299,561

Contractors

FISCAL YEAR 2023

Name	Address	Type of Service	Compensation
Newport One Inc	21 Railroad Avenue, Duxbury 02332	Fundraising Consulting	\$545,803
iWRC Global LLC	217 Beech Street, Cranford 07016	Plastics Policy Analysis	\$433,938
Whirled Interactive LLC	8137 Naylor Avenue, Los Angeles 90045	Marketing Consulting	\$335,664
Ocean Wonks LLC	175 Carroll Avenue, Newport 02840	Policy Counsel	\$280,000
4Site Interactive Studios Inc	3431 14th Street NW, Washington 20010	Website Consulting	\$183,940

Contractors

FISCAL YEAR 2022

Name	Address	Type of Service	Compensation
Newport One Inc	21 Railroad Avenue, Duxbury 02332	Fundraising Consulting	\$445,045
Giant Machines Software LLC	101 Greenwich Street Suite 405, New York 10006	App Development and Maintenance	\$288,500
iWRC Global LLC	217 Beech Street, Cranford 07016	Program/Project Management, Training	\$217,500
Ocean Wonks LLC	175 Carroll Avenue, Newport 02840	Policy Counsel	\$200,000
Three21 Creative LLC	121 South Orange Avenue Suite 980N, Orlando 32801	Website Design, Development, and Infrast	\$186,125

Professional fundraisers

FISCAL YEAR 2024

Fundraiser name	Type of service	Gross receipts from fundraising	Retained by organization	Paid to fundraiser
NEWPORT ONE INC	DIRECT MAIL CONSULTING	\$7,029,035	\$6,677,035	\$352,000
LAUTMAN MASKA NEILL & COMPANY	DIGITAL FUNDRAISING	\$2,818,393	\$2,662,393	\$156,000

Professional fundraisers

FISCAL YEAR 2023

Fundraiser name	Type of service	Gross receipts from fundraising	Retained by organization	Paid to fundraiser
Newport One Inc	Direct Mail Consulting	\$7,044,780	\$6,192,160	\$852,620
SD&A Teleservices	Telemarketing	\$25,347	\$6,506	\$18,841

Professional fundraisers

FISCAL YEAR 2022

Fundraiser name	Type of service	Gross receipts from fundraising	Retained by organization	Paid to fundraiser
Newport One	Direct Mail Consulting	\$7,168,272	\$6,704,877	\$463,395
SD&A Teleservices	Telemarketing	\$37,595	\$1,843	\$35,752

Paid Preparers
FISCAL YEAR 2024

Firm Name	Firm EIN	Firm Address	Firm Phone
CLIFTONLARSONALLEN LLP	41-0746749	950 NORTH GLEBE ROAD SUITE 1200, ARLINGTON VA 22203 USA	571-227-9500

Paid Preparers
FISCAL YEAR 2023

Firm Name	Firm EIN	Firm Address	Firm Phone
Rogers & Company PLLC	58-2676261	8300 Boone Boulevard Suite 600, Vienna VA 22182 USA	703-893-0300

Paid Preparers
FISCAL YEAR 2022

Firm Name	Firm EIN	Firm Address	Firm Phone
Rogers & Company PLLC	58-2676261	8300 Boone Boulevard Suite 600, Vienna VA 22182 USA	703-893-0300

BOARD LEADERSHIP PRACTICES

GuideStar worked with BoardSource, the national leader in nonprofit board leadership and governance, to create this section, which enables organizations and donors to transparently share information about essential board leadership practices.

BOARD ORIENTATION & EDUCATION

Does the board conduct a formal orientation for new board members and require all board members to sign a written agreement regarding their roles, responsibilities, and expectations?

No

CEO OVERSIGHT

Has the board conducted a formal, written assessment of the chief executive within the past year?

yes

ETHICS & TRANSPARENCY

Have the board and senior staff reviewed the conflict-of-interest policy and completed and signed disclosure statements in the past year?

yes

BOARD COMPOSITION

Does the board ensure an inclusive board member recruitment process that results in diversity of thought and leadership?

yes

BOARD PERFORMANCE

Has the board conducted a formal, written self-assessment of its performance within the past three years?

Yes

Organizational Demographics

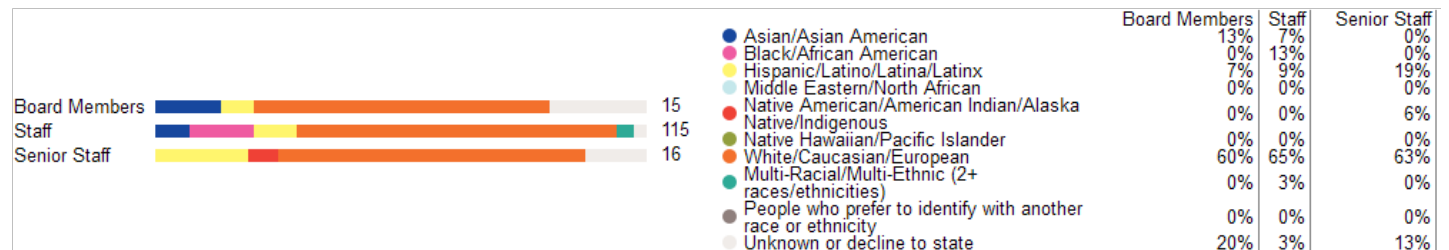
Who works and leads organizations that serve our diverse communities? This organization has voluntarily shared information to answer this important question and to support sector-wide learning. GuideStar partnered on this section with CHANGE Philanthropy.

Leadership

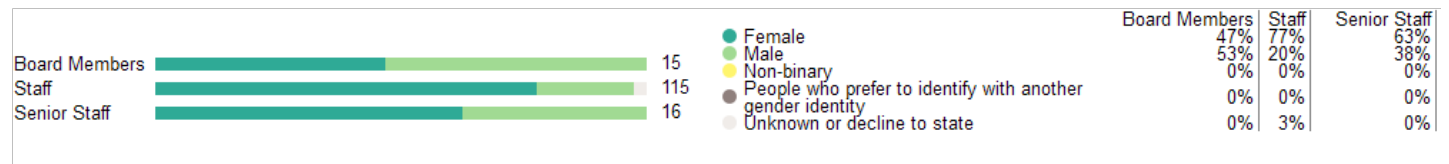
The organization's leader identifies as:

Race & Ethnicity	White/Caucasian/European
Gender Identity	Female, Not transgender
Sexual Orientation	Heterosexual or Straight
Disability Status	Person without a disability

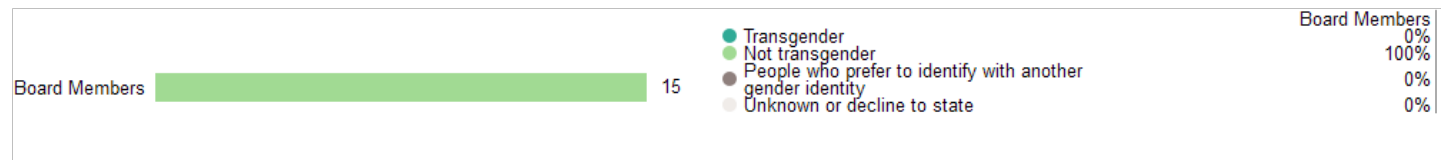
Race & Ethnicity



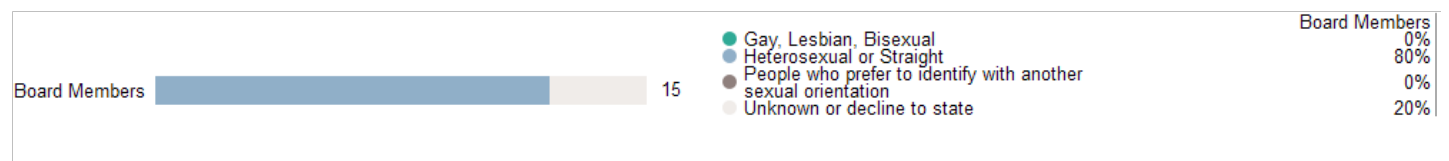
Gender Identity



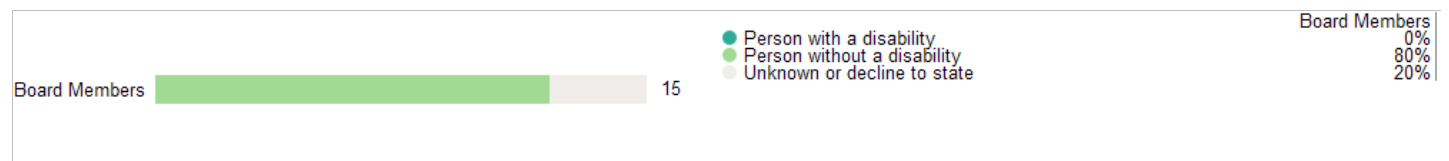
Transgender Identity



Sexual Orientation



Disability



Appendix

Key Documents

IRS Forms 990	2024 990
	2023 990
	2022 990
	2021 990
	2019 990
IRS Forms 990T	Not Available
Audited Financial Statements	2024 Audited Financial Statement
	2023 Audited Financial Statement
	2022 Audited Financial Statement
Key Organization Documents	Letter of Determination
	2008 Annual Report
	'Key Revenue & Expense Data from Form 990'
	'Key Balance Sheet Data from Form 990'

Ocean Conservancy

Aka OCEAN CONSERVANCY, INC.

1300 19th St NW FI 8
Washington, DC 20036-1609

✓ Foundation Status Code: PC*

✓ Public charity described in section 509(a)(1) or (2)

IRS Publication 78 Details			IRS Pub 78 verified
Organization name	Location	Most recent IRS Publication 78	
Ocean Conservancy Inc.	Washington, DC	November 2025	
EIN	Deductibility status description	Verified with most recent Internal Revenue Bulletin	
23-7245152	A public charity (50% deductibility limitation).	November 24, 2025	

IRS Business Master File Details			IRS BMF	509(a)(1)
Organization name	Most recent IRS BMF	Reason for Non-Private Foundation Status		
OCEAN CONSERVANCY INC	November 14 2025	Section 509(a)(1) organization as referred to in Section 170(b)(1)(A)(vi)		
EIN	IRS subsection	Ruling date		
23-7245152	This organization is a <u>501(c)(3) Public Charity</u>	12/1972		
Foundation Code	Foundation Code Description			
15	Organization which receives a substantial part of its support from a governmental unit or the general public			
This organization was not included in the Office of Foreign Assets Control Specially Designated Nationals (SDN) list.				

On September 8, 2011, the IRS issued [regulations](#) which eliminated the advance ruling process for a section 501(c)(3) organization. [Learn more](#)

* The Foundation Status Code is the code that foundations are required to provide for each grantee annually on part XV of Form 990PF. Note that this code cannot be derived in some cases (e.g., supporting organizations for which 'type' can't be determined).

[IRS Revenue Procedure 2011-33](#) allows grantors to rely on third-party resources, such as GuideStar Charity Check, to obtain required Business Master File (BMF) data concerning a potential grantee's public charity classification under section 509 (a) (1), (2) or (3).

GuideStar Charity Check Data Sources

- GuideStar acquires all IRS data directly from the Internal Revenue Service.
- The [IRS Automatic Revocation of Exemption List](#) contains organizations that have had their federal tax-exempt status automatically revoked for failing to file an annual return or notice with the IRS for three consecutive years.
- [IRS Publication 78 \(Cumulative List of Organizations\)](#) lists organizations that have been recognized by the Internal Revenue Service as eligible to receive tax-deductible contributions.
- The Foundation Status Code is a value derived by mapping the codes found on the [990PF filing instructions](#) to the corresponding codes in the IRS BMF. Note that not all codes are able to be mapped due to insufficient data.
- The [IRS Internal Revenue Bulletin](#) (IRB) lists changes in charitable status since the last Publication 78 release. Between the release of IRS Publication 78 and the subsequent IRS Internal Revenue Bulletin, the IRB date will reflect the most recent release date of IRS Publication 78.
- The Office of Foreign Assets Control (OFAC) [Specially Designated Nationals \(SDN\) list](#) organizations that are owned or controlled by targeted individuals, groups, and entities, such as terrorists or narcotics traffickers.Their assets are blocked and U.S. persons are generally prohibited from dealing with them.
- The [IRS Business Master File](#) lists approximately 1.7 million nonprofits registered with the IRS as tax-exempt organizations.