



FRESNO COUNTY ZOO AUTHORITY

AGENDA

9:00 AM, Wednesday, January 27, 2021

**Fresno County Employees' Retirement Association
7772 N. Palm Ave.
Fresno, CA 93711
(559) 457-0681**

SPECIAL NOTICE REGARDING PUBLIC PARTICIPATION DUE TO COVID-19

Due to the current Shelter-in-Place Order covering the State of California and Social Distance Guidelines issued by Federal, State, and Local Authorities, the Zoo Authority is implementing the following changes for attendance and public comment at all Board meetings until notified otherwise. The Board room will not be open to the public. Any member of the Zoo Authority Board may participate from a remote location by teleconference.

The meeting will be a Zoom meeting and can be accessed at:

<https://zoom.us/j/95059472676?pwd=eDUrczRoaE43b01DZEZNSFN0T2Jldz09>

Meeting ID: 950 5947 2676

Passcode: 104482

One tap mobile

+16699006833,,95059472676# US (San Jose)

+12532158782,,95059472676# US (Tacoma)

Dial by your location

+1 669 900 6833 US (San Jose)

+1 253 215 8782 US (Tacoma)

+1 346 248 7799 US (Houston)

+1 301 715 8592 US (Washington D.C)

+1 312 626 6799 US (Chicago)

+1 929 436 2866 US (New York)

Meeting ID: 950 5947 2676

Find your local number: <https://zoom.us/u/abSA0yBB9F>

Written Comments

- **Members of the public are encouraged to submit written comments to: ZooAuthority@co.fresno.ca.us. Comments should be submitted as soon as possible but not later than 15 minutes before start of meeting. You will need to provide the following information:**
 - **Board Meeting Date**
 - **Item Number**
 - **Comment (please limit to 250 words or less)**

- **Please submit a separate e-mail for each item you are commenting on.**

- **Please be aware that public comments received that do not specify a particular agenda item will be made part of the record of proceedings as a general public comment.**

- **If a written comment is received after the start of the meeting it will be made part of the record of proceedings, provided that such comments are received prior to the end of the Board meeting.**

- **Written comments will be provided to the Board members. Comments received during the meeting may not be distributed to Board members until after the meeting has concluded.**

1. Call to Order

2. Roll Call

3. Nominations and election of officers for 2021

4. Approve Agenda

5. Public Comments

This time is made available to receive comments from the public on matters within the Board's jurisdiction that are not on the Agenda. Attention is called to the fact that the Board is prohibited from taking any action on matters that are not on the Agenda. Members of the public are limited to three minutes to speak during Public Comments as well as for each item on the agenda. In order to accurately record the minutes, members of the public are asked to speak only from the podium. Before beginning comments, please state for the record your name and affiliation, if any.

6. Consent Agenda

These matters are routine in nature and are usually approved by a single vote. Prior to action by the Board, the public will be given the opportunity to remove any item from the Consent Calendar. Items removed from the Consent Calendar may be heard immediately following approval of the Consent Calendar.

a. Review and approve minutes of December 16, 2020

b. Review and approve payment of County of Fresno invoice for Professional and Specialized Services in the amount of \$3,069.68 for services through December 2020

c. Receive Treasurer's Reports for October, November and Quarter Ended December 2020

7. Receive Fresno Chaffee Zoo Director's report
8. Receive Fresno Chaffee Zoo Corporation November 2020 Year-to-Date Financial Report and December 2020/FY2020 Early Insights Financial Resources during Winter Closure
9. Approve next meeting date

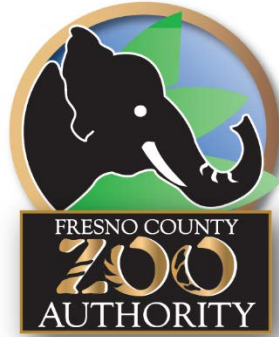
Dates include:

Wednesday, February 24, 2021
Wednesday, March 31, 2021
Wednesday, April 28, 2021

10. Receive staff reports
11. Chair's comments
12. Board Member comments
13. Adjourn

All supporting documentation is available for public review in the office of the Fresno County Zoo Authority, 2281 Tulare Street, Room 304, Fresno, 93721, during regular business hours.

For further information, please contact Ronald Alexander, Zoo Authority Coordinator, at 600-1710, email zooauthority@co.fresno.ca.us, or visit www.zooauthority.org. Requests for disability-related modification or accommodation needed in order to participate in the meeting must be made to the Zoo Authority Coordinator no later than 9:00 a.m. on the day prior to the meeting.



FRESNO COUNTY ZOO AUTHORITY

ACTION SUMMARY MINUTES

9:00 AM, Wednesday, December 16, 2020

**Fresno County Employees' Retirement Association
7772 N. Palm Ave.
Fresno, CA 93711
(559) 457-0681**

1. Call to Order

CHAIRMAN TOSTE CALLED THE MEETING TO ORDER AT 9:00 AM.

2. Roll Call

A QUORUM WAS PRESENT WITH MEMBERS TOSTE, ROMAN, GARABEDIAN, HERZOG, STRATFORD, AND WATERHOUSE PRESENT.

3. Adopt Agenda

MEMBER ROMAN MOVED TO ADOPT THE AGENDA. SECONDED BY MEMBER GARABEDIAN. THE MOTION PASSED UNANIMOUSLY.

4. Public Comments

This time is made available to receive comments from the public on matters within the Board's jurisdiction that are not on the Agenda. Attention is called to the fact that the Board is prohibited from taking any action on matters that are not on the Agenda. Members of the public are limited to three minutes to speak during Public Comments as well as for each item on the agenda. In order to accurately record the minutes, members of the public are asked to speak only from the podium. Before beginning comments, please state for the record your name and affiliation, if any.

HELD. NONE RECEIVED.

5. Consent Agenda

These matters are routine in nature and are usually approved by a single vote. Prior to action by the Board, the public will be given the opportunity to remove any item from the Consent Calendar. Items removed from the Consent Calendar may be heard immediately following approval of the Consent Calendar.

- a. Review and approve minutes of October 28, 2020

- b. Review and approve payment of County of Fresno invoice for Professional and Specialized Services in the amount of \$11,882.46 for services through November 2020

- c. Receive Treasurer's Reports for Quarter Ended September 2020

MEMBER WATERHOUSE MOVED FOR APPROVAL OF THE CONSENT AGENDA ITEMS. SECONDED BY MEMBER HERZOG. THE MOTION PASSED UNANIMOUSLY.

6. Receive Fresno Chaffee Zoo Director's report

RECEIVED. DIRECTOR SCOTT BARTON REPORTED. THE GOVERNOR CLOSED THE STATE. WILL BE CLOSED AT LEAST THREE WEEKS. WORKING HARD ON FINANCIALS THROUGHOUT THE CLOSURE. THREE PROJECTS: AMBASSADOR ANIMAL CENTER TRENDING AHEAD AS EXPECTED AND MAY BE COMPLETE IN MARCH. ZOOPLEX IS ON SCHEDULE. KINGDOMS OF ASIA WELL UNDER WAY. TWO ARE ABOVE GROUND AND DOING WELL GIVEN THE DRY YEAR. ZOO BOARD HAS SELECTED BARTON'S SUCCESSOR: JOHN DOLAN. CURRENTLY, HE IS THE DIRECTOR AT THE NEW YORK AQUARIUM. JOINING IN FEBRUARY.

7. Receive Fresno Chaffee Zoo Corporation October 2020 Year-to-Date Financial Report

RECEIVED. CFO LILY WACHTER REPORTED. OCTOBER CAME IN STRONG. OCTOBER 2020 REVENUES OF \$1.5 MILLION EXCEEDED OCTOBER 2019. THIS WILL HELP WITH THE CURRENT CLOSURE. WACHTER REPORTED FURTHER ON OCTOBER YEAR-TO-DATE ACTUALS VS. BUDGETED, THE ZOO CORP BALANCE SHEET, CAPTURE RATES AND AVERAGE REVENUES, AND ON A NEW FORM SHOWING PER CAPITA SPENDING.

8. Approve Fresno's Chaffee Zoo Corporation fiscal year 2021 Measure Z Operating funds totaling \$5,309,507 for reimbursement of Animal Care and Veterinary Salaries and Benefits, Animal Feed, Animal Exhibit Supplies, Veterinary Supplies, Water Quality Supplies, Utilities, and Bank Fees to wire reimbursement funds to the Zoo

CFO LILY WACHTER REPORTED THE ZOO CORP BOARD APPROVED THIS BUDGET AND AMOUNT. PROVIDED HIGHLIGHTS ON THE ZOO 2021 STRATEGY – "TOTAL EXPERIENCE TICKET" AND DRIVE SALES BY INVESTING IN THE WEBSTORE. BUDGETING ATTENDANCE AT 652,050, WHICH IS IN LINE WITH 2019. BUDGETING REVENUES AND EXPENSES AT 12% ABOVE 2019. WACHTER REVIEWED A 2021 PRICE SHEET DETAILING 2021 TICKET PRICES AND COMPARED TO 2020 AND 2019 PRICES.

MEMBER ROMAN MOVED FOR APPROVAL. SECONDED BY MEMBER HERZOG. THE MOTION PASSED UNANIMOUSLY.

9. Approve and authorize release of retention withheld on Studio Hansen Roberts fee for African River design (\$24,012.50)

DIRECTOR SCOTT BARTON REPORTED.

MEMBER HERZOG MOVED FOR APPROVAL. SECONDED BY MEMBER GARABEDIAN. THE MOTION PASSED UNANIMOUSLY.

10. Approve and authorize the Chairman to execute the annual engagement letter on applying agreed-upon procedures from Moss Adams, the Zoo Corporation's outside auditor

CHAIRMAN TOSTE REPORTED.

MEMBER GARABEDIAN MOVED FOR APPROVAL. SECONDED BY MEMBER ROMAN. THE MOTION PASSED UNANIMOUSLY.

11. Approve and adopt the 2021 Zoo Authority regular board meeting calendar as outlined in Attachment A

MEMBER ROMAN MOVED FOR APPROVAL. SECONDED BY MEMBER GARABEDIAN. THE MOTION PASSED UNANIMOUSLY.

12. Approve next meeting date

Dates include:

Wednesday, December 30, 2021

Wednesday, January 27, 2021

Wednesday, February 24, 2021

ZOO CORP DOES NOT REQUIRE THE DECEMBER 30, 2020 MEETING. MEMBER HERZOG MOVED TO CANCEL THIS MEETING AND RETAIN THE JANUARY 27, 2021 AS THE NEXT MEETING DATE. SECONDED BY MEMBER GARABEDIAN. THE MOTION PASSED UNANIMOUSLY.

13. Receive staff reports

NO REPORTS PRESENTED

14. Chair's comments

CHAIRMAN TOSTE EMPATHIZED WITH THE ZOO GIVEN THE RECENT CLOSURE.

15. Board Member comments

MEMBER ROMAN WISHED ALL A MERRY CHRISTMAS AND A HAPPY NEW YEAR.

16. Adjourn

THERE BEING NO FURTHER BUSINESS BEFORE THE BOARD, CHAIRMAN TOSTE ADJOURNED THE MEETING AT 9:40 AM

All supporting documentation is available for public review in the office of the Fresno County Zoo Authority, 2281 Tulare Street, Room 304, Fresno, 93721, during regular business hours.

For further information, please contact Ronald Alexander, Zoo Authority Coordinator, at 600-1710, email zooauthority@co.fresno.ca.us, or visit www.zooauthority.org. Requests for disability-related modification or accommodation needed in order to participate in the meeting must be made to the Zoo Authority Coordinator no later than 9:00 a.m. on the day prior to the meeting.



Invoice for Professional Services in Support of the Zoo Authority
Billing Hours and Expenses through December 2020

Invoice Number
01-ZOO-12721

January 27, 2021

TO: Zoo Authority Board
c/o County of Fresno
2281 Tulare St. Room 304
Fresno, CA 93721

Department / Title	Hours	Rates	Cost
<i>ACTTC FR&A</i>			
<i>Accounting & Finance Manager</i>	1.94	\$91.80	\$178.09
<i>Accountant II</i>	8.25	\$74.80	\$617.10
<i>Account Clerk II</i>	40.50	\$56.16	\$2,274.49
<i>County Counsel</i>			
<i>Deputy County Counsel</i>		\$141.00	\$0.00
CAO			
Board Coordinator		\$130.52	\$0.00
Professional Services Total	50.69		\$3,069.68
Office Expense Total			\$0.00
Invoice Total			\$3,069.68



Invoice

FOR COUNTY USE ONLY

ACCOUNT	FUND	ORG	PROGRAM	SUBCLASS
4885	0001	0300	0	10000

BILL TO:

Email to:
ronalexander@fresnocountyca.gov

Invoice Date	Invoice Number	Due Date
12/18/2020	2148	1/18/2021

MAKE YOUR REMITTANCE PAYABLE TO:

FRESNO COUNTY TREASURER

AND SEND IT TO THE FOLLOWING ADDRESS:

Oscar J. Garcia, CPA
 AUDITOR-CONTROLLER/TREASURER TAX
 COLLECTOR - ADMINISTRATION DIVISION

PO BOX 1247
 FRESNO, CA 93715-1247

PLEASE INCLUDE THE INVOICE NUMBER ON YOUR CHECK OR MONEY ORDER

DESCRIPTION	AMOUNT
ACTTC FR&A (04100300)	
FR&A Accounting Services for pay period ending 11/1/2020	\$ 757.33
FR&A Accounting Services for pay period ending 11/15/2020	\$ 299.55
FR&A Accounting Services for pay period ending 11/29/2020	\$ 143.65
CURRENT AMOUNT DUE	
Total Balance Due	\$ 1,200.53

Jr
12/15/2020



Invoice

FOR COUNTY USE ONLY

ACCOUNT	FUND	ORG	PROGRAM	SUBCLASS
4885	0001	0300	0	10000

BILL TO:

Email to:
ronalexander@fresnocountyca.gov

Invoice Date	Invoice Number	Due Date
1/8/2021	2163	2/8/2021
MAKE YOUR REMITTANCE PAYABLE TO:		
FRESNO COUNTY TREASURER		
AND SEND IT TO THE FOLLOWING ADDRESS:		
Oscar J. Garcia, CPA AUDITOR-CONTROLLER/TREASURER TAX COLLECTOR - ADMINISTRATION DIVISION		
PO BOX 1247 FRESNO, CA 93715-1247		

PLEASE INCLUDE THE INVOICE NUMBER ON YOUR CHECK OR MONEY ORDER

DESCRIPTION	AMOUNT
ACTTC FR&A (04100300)	
FR&A Accounting Services for pay period ending 12/13/2020	\$ 1,032.04
FR&A Accounting Services for pay period ending 12/27/2020	\$ 837.11
CURRENT AMOUNT DUE	
Total Balance Due	\$ 1,869.15

30
1/6/2021



**Fresno County Zoo Authority
Treasurer's Report
Unaudited Cash Basis
For the Month Ended October 31, 2020**

Summary of Measure Z Proceeds			
Tax Proceeds Received:			
-	Measure Z - Sales Tax Proceeds	\$	1,609,453.05
		Total Proceeds Received:	\$ 1,609,453.05
Tax Proceeds Allocated:			
-	Allocation to Zoo Authority Fund (2%)		32,189.06
-	Allocation to Trust Fund for Operations and Capital Projects (98%)		1,577,263.99
		Total Proceed Allocations	\$ 1,609,453.05
Cash Balance by Fund			
Zoo Authority Fund	>> Administrative Fund	2%	
	Beginning Cash Balance	\$	2,082,265.50
Receipts:	- Measure Z Sales Tax Proceeds		32,189.06
	- Interest Received		743.23
Disbursements:	- PeopleSoft Financial Charges		(41.80)
		Net Increase/(Decrease) to Cash	32,890.49
		Ending Cash Balance - Zoo Authority Administrative Fund	\$ 2,115,155.99
Trust Fund for FCZC Operations and Capital Projects			
	Beginning Cash Balance	\$	55,446,594.03
>>> Operations Fund			
	Beginning Cash Balance	\$	8,283,939.29
Receipts:	- Measure Z Sales Tax Proceeds		525,754.66
	- Interest Received		2,759.82
Disbursements:	- FCZC Operations Claim #2020-07		(917,761.37)
	- Wire Fees		(20.00)
		Net Increase/(Decrease) to Cash	(389,266.89)
		Ending Cash Balance - Available for Operations	\$ 7,894,672.40
>>> Capital Facilities Project Fund			
	Beginning Cash Balance	\$	47,162,654.74
Receipts:	- Measure Z Sales Tax Proceeds		1,051,509.33
	- Interest Received		16,731.60
Disbursements:	- FCZC Capital Claim #2020-05C		(1,015,323.24)
		Net Increase/(Decrease) to Cash	52,917.69
		Ending Cash Balance - Available for Capital Projects	47,215,572.43
		Ending Balance Available for Operations and Capital Projects	\$ 55,110,244.83
		<i>Total Interest Received During the Month</i>	<i>20,234.65</i>

By Staff _____

Date _____

Accepted _____

Date _____

* Interest receipts are recorded in the month received rather than in the month earned and were calculated on an annual percentage rate of 1.763 as of September 30, 2020.



Fresno County Zoo Authority

SUMMARY OF MEASURE Z SALES TAX PROCEEDS

	PRIOR FISCAL YEARS				CURRENT FISCAL YEAR		
	2017-2018	2018-2019	2019-2020	BUDGETED TAX RECEIPTS	2020-21		
	ACTUAL TAX RECEIPTS	ACTUAL TAX RECEIPTS	ACTUAL TAX RECEIPTS		ACTUAL TAX RECEIPTS	BUDGET TO ACTUAL VARIANCE	
July	\$ 930,800	\$ 1,227,435	\$ 1,436,673	\$ 1,479,773	\$ 1,493,025	\$ 13,252	0.90%
August	1,241,000	928,052	1,669,386	1,089,931	\$ 1,669,386	\$ 579,455	53.16%
September	1,391,154	1,171,132	1,417,789	1,353,765	1,417,789	\$ 64,024	4.73%
October	933,300	1,619,199	1,609,453	1,618,244	1,609,453	\$ (8,791)	-0.54%
November	1,244,400	1,531,072	1,437,716	1,105,544			
December	1,452,570	1,392,262	1,194,027	1,182,087			
January	951,900	1,345,542	1,263,406	1,301,308			
February	1,269,200	1,118,789	1,707,967	1,690,887			
March	1,420,604	1,327,543	\$ 1,063,584	1,052,948			
April	865,400	1,318,821	1,031,402	1,062,344			
May	1,512,737	868,850	989,444	885,966			
June	1,103,925	1,263,124	1,105,857	1,262,998			0.00%
Total	\$ 14,316,990	\$ 15,111,821	\$ 15,926,704	\$ 15,085,795	\$ 6,189,653	\$ 647,940	\$ -

TOTAL MEASURE Z PROCEEDS FROM INCEPTION \$ 190,552,488



Fresno County Zoo Authority
Treasurer's Report
Unaudited Cash Basis
For the Month Ended October 31, 2020

Summary of Quarter Four Interest Receipts					
Fund	Subclass	Description	1st Alloc. September	2nd Alloc October	Interest Received
4845	10000	Zoo Authority	9,022.15	743.23	\$ 9,765.38
4850	10000	FCZC - Operations	32,962.71	2,759.82	\$ 35,722.53
4850	42700	FCZC - CP	198,297.38	16,731.60	\$ 215,028.98
Total			\$ 240,282.24	\$ 20,234.65	\$ 260,516.89
September to October					



**Fresno County Zoo Authority
Capital Projects Fund Cash Flow
For the Month Ended October 31, 2020**

Cash Balance as of 10/31/20 \$ 7,894,672

DEDUCTIONS (earmarked projects, FY20-21 expenditures paid through claim 2020-05C):

2020 Zooplex Facility - June 2020	11,672,679
2020 Ambassador Animal Center - June 2020	3,106,173
2018 Warthog Exhibit - May 2018	189,440
2018 South Corridor Infrastructure - February 2018	179,626
2018 Asian Exhibits - December 2017	1,421,037
2018 Belmont Basin Relief Line - August 2017	-
2018 Animal Nutrition Center - August 2017	319,963
2018 Prgm Animal Holding Facility - August 2017	42,228
2017 Orangutan Exhibit - May 2017	1
2017 Water Play Area - January 2017	92,260
2016 African River - June 2016	3,167,050
2016 Dino Dig Expansion - June 2016	154,220

Total Deductions: \$ (20,344,676)

TOTAL: \$ (12,450,004)



**Fresno County Zoo Authority
Operations Fund Cash Flow
For the Month Ended October 31, 2020**

Cash Balance as of 10/31/20 \$ 7,894,672

DEDUCTIONS (Remaining budgets, paid through claim 2020-07):

2019 Animal	1,269,066
2019 Veterinary	128,332
2019 Utilities	180,154
2019 Animal Feed	206,579
2019 Interest/Bank Charges	(60)
2019 Exhibit Maintenance & Renovations	34,315
2019 Water Quality Supplies	24,782
2019 Visitor Services	99,537
2019 Maintenance	238,895
2019 Education	137,609
2019 Maintenance-Buildings & Ground	43,162
2019 Medical, Dental & Lab Supplies	-

Total Deductions: \$ (2,362,372)

TOTAL: \$ 5,532,300



**Fresno County Zoo Authority
Administration Fund Cash Flow
For the Month Ended October 31, 2020**

Cash Balance as of 10/31/20 \$ 2,082,266

DEDUCTIONS

(FY 20-21 Remaining budgets, paid through claim ZA Claim June 2020):

2019 Telephone Charges	250
2019 Memberships	500
2019 Office Expense	6,000
2019 Postage	1,000
2019 PeopleSoft Financials Charges	658
2019 Professional Services	120,482
2019 Data Processing Services	1,500
2019 Publications & Legal Notices	500
2019 Trans, Travel & Education	2,500

Total Deductions: \$ (133,390)

TOTAL: \$ 1,948,876



**Fresno County Zoo Authority
Treasurer's Report
Unaudited Cash Basis
For the Month Ended November 30, 2020**

Summary of Measure Z Proceeds			
Tax Proceeds Received:			
-	Measure Z - Sales Tax Proceeds	\$	1,437,716.48
	Total Proceeds Received:	\$	1,437,716.48
Tax Proceeds Allocated:			
-	Allocation to Zoo Authority Fund (2%)	\$	28,754.33
-	Allocation to Trust Fund for Operations and Capital Projects (98%)		1,408,962.15
	Total Proceed Allocations	\$	1,437,716.48
Cash Balance by Fund			
Zoo Authority Fund			
	>> Administrative Fund	2%	
	Beginning Cash Balance	\$	2,115,155.99
Receipts:	- Measure Z Sales Tax Proceeds		28,754.33
Disbursements:	- PeopleSoft Financial Charges		(51.30)
	Net Increase/(Decrease) to Cash		28,703.03
	Ending Cash Balance - Zoo Authority Administrative Fund	\$	2,143,859.02
Trust Fund for FCZC Operations and Capital Projects			
	98%		
	Beginning Cash Balance	\$	55,110,244.83
	>>> Operations Fund		
	Beginning Cash Balance		7,894,672.40
Receipts:	- Measure Z Sales Tax Proceeds		469,654.05
	FCZC Operations Claim #2020-08		(607,995.60)
Disbursements:	- Wire Fees		(20.00)
	Net Increase/(Decrease) to Cash		(138,361.55)
	Ending Cash Balance - Available for Operations	\$	7,756,310.85
	>>> Capital Facilities Project Fund		
	Beginning Cash Balance	\$	47,215,572.43
Receipts:	- Measure Z Sales Tax Proceeds		939,308.10
Disbursements:	- FCZC Capital Claim #2020-06C		(2,084,919.77)
	Net Increase/(Decrease) to Cash		(1,145,611.67)
	Ending Cash Balance - Available for Capital Projects	\$	46,069,960.76
	Ending Balance Available for Operations and Capital Projects	\$	53,826,271.61
	<i>Total Interest Received During the Month</i>		-

By Staff _____

Date _____

Accepted _____

Date _____

* Interest receipts are recorded in the month received rather than in the month earned and were calculated on an annual percentage rate of 1.763 as of September 30, 2020.



Fresno County Zoo Authority

SUMMARY OF MEASURE Z SALES TAX PROCEEDS

	PRIOR FISCAL YEARS				CURRENT FISCAL YEAR		
	2017-2018	2018-2019	2019-2020	BUDGETED TAX RECEIPTS	2020-21		BUDGET TO ACTUAL VARIANCE
	ACTUAL TAX RECEIPTS	ACTUAL TAX RECEIPTS	ACTUAL TAX RECEIPTS		ACTUAL TAX RECEIPTS		
July	\$ 930,800	\$ 1,227,435	\$ 1,436,673	\$ 1,479,773	\$ 1,493,025	\$ 13,252	0.90%
August	1,241,000	928,052	1,669,386	1,089,931	\$ 1,669,386	\$ 579,455	53.16%
September	1,391,154	1,171,132	1,417,789	1,353,765	1,417,789	\$ 64,024	4.73%
October	933,300	1,619,199	1,609,453	1,618,244	1,609,453	\$ (8,791)	-0.54%
November	1,244,400	1,531,072	1,437,716	1,105,544	1,437,716	\$ 332,172	30.05%
December	1,452,570	1,392,262	1,194,027	1,182,087			
January	951,900	1,345,542	1,263,406	1,301,308			
February	1,269,200	1,118,789	1,707,967	1,690,887			
March	1,420,604	1,327,543	\$ 1,063,584	1,052,948			
April	865,400	1,318,821	1,031,402	1,062,344			
May	1,512,737	868,850	989,444	885,966			
June	1,103,925	1,263,124	1,105,857	1,262,998			0.00%
Total	\$ 14,316,990	\$ 15,111,821	\$ 15,926,704	\$ 15,085,795	\$ 7,627,369	\$ 980,112	\$ -

TOTAL MEASURE Z PROCEEDS FROM INCEPTION \$ 191,990,204



Fresno County Zoo Authority
Treasurer's Report
Unaudited Cash Basis
For the Month Ended November 30, 2020

Summary of Quarter Four Interest Receipts					
Fund	Subclass	Description	1st Alloc. October	2nd Alloc November	Interest Received
4845	10000	Zoo Authority	743.23	-	\$ 743.23
4850	10000	FCZC - Operations	2,759.82	-	\$ 2,759.82
4850	42700	FCZC - CP	16,731.60	-	\$ 16,731.60
Total			\$ 20,234.65	\$ -	\$ 20,234.65

October to November



**Fresno County Zoo Authority
Capital Projects Fund Cash Flow
For the Month Ended November 30, 2020**

Cash Balance as of 11/30/20 \$ 46,069,961

DEDUCTIONS (earmarked projects, FY20-21 expenditures paid through claim 2020-06C):

2020 Zooplex Facility - June 2020	11,672,679
2020 Ambassador Animal Center - June 2020	3,106,173
2020 Kingdoms of Asia/Orangutan -July 2020	38,365,323
2018 Warthog Exhibit - May 2018	189,440
2018 South Corridor Infrastructure - February 2018	179,626
2018 Asian Exhibits - December 2017	1,421,037
2018 Belmont Basin Relief Line - August 2017	-
2018 Animal Nutrition Center - August 2017	319,963
2018 Prgm Animal Holding Facility - August 2017	42,228
2017 Orangutan Exhibit - May 2017	1
2017 Water Play Area - January 2017	92,260
2016 African River - June 2016	3,167,050
2016 Dino Dig Expansion - June 2016	154,220

Total Deductions: \$ (58,710,000)

TOTAL: \$ (12,640,039)



**Fresno County Zoo Authority
Operations Fund Cash Flow
For the Month Ended November 30, 2020**

Cash Balance as of 11/30/20 \$ 7,756,311

DEDUCTIONS (Remaining budgets, paid through claim 2020-08):

2020 Administration	265,000	
2020 Behind the Scenes	20,000	
2020 Bird Show	70,000	
2020 Information Technology	29,000	
2020 Marketing	280,000	
2020 Dinosaur Exhibit	280,000	
2019 Animal	1,016,194	
2019 Veterinary	116,446	
2019 Utilities	118,433	
2019 Animal Feed	186,613	
2019 Interest/Bank Charges	(70)	
2019 Exhibit Maintenance & Renovations	31,603	
2019 Water Quality Supplies	22,070	
2019 Visitor Services	205,986	
2019 Maintenance	227,808	
2019 Education	299,113	
2019 Maintenance-Buildings & Ground	77,171	
2019 Medical, Dental & Lab Supplies	9,000	
Total Deductions:		<u>\$ (3,254,367)</u>
 TOTAL:		 <u><u>\$ 4,501,944</u></u>



**Fresno County Zoo Authority
Administration Fund Cash Flow
For the Month Ended November 30, 2020**

Cash Balance as of 11/30/20 \$ 2,143,859

DEDUCTIONS

(FY 20-21 Remaining budgets, paid through claim ZA Claim June 2020):

2019 Telephone Charges	250
2019 Memberships	500
2019 Office Expense	6,000
2019 Postage	1,000
2019 PeopleSoft Financials Charges	606
2019 Professional Services	120,482
2019 Data Processing Services	1,500
2019 Publications & Legal Notices	500
2019 Trans, Travel & Education	2,500

Total Deductions: \$ (133,338)

TOTAL: \$ 2,010,521



**Fresno County Zoo Authority
Treasurer's Report
Unaudited Cash Basis
For the Quarter Ended December 31, 2020**

Summary of Measure Z Proceeds			
Tax Proceeds Received:			
-	Measure Z - Sales Tax Proceeds	\$	4,349,891.38
	Total Proceeds Received:	\$	4,349,891.38
Tax Proceeds Allocated:			
-	Allocation to Zoo Authority Fund (2%)	86,997.83	
-	Allocation to Trust Fund for Operations and Capital Projects (98%)	4,262,893.55	
	Total Proceed Allocations	\$	4,349,891.38
Cash Balance by Fund			
Zoo Authority Fund			
>> Administrative Fund		2%	
	Beginning Cash Balance	\$	2,082,265.50
Receipts:	- Measure Z Sales Tax Proceeds	86,997.83	
	- Interest Received	8,996.60	
Disbursements:	- PeopleSoft Financial Charges	(134.90)	
	- ZA Reimbursement for ZA Claims from period July to November	(16,582.67)	
	Net Increase/(Decrease) to Cash	79,276.86	
	Ending Cash Balance - Zoo Authority Administrative Fund	\$	2,161,542.36
Trust Fund for FCZC Operations and Capital Projects			
98%			
	Beginning Cash Balance	\$	55,446,594.03
>>> Operations Fund			
	Beginning Cash Balance	8,283,939.29	
Receipts:	- Measure Z Sales Tax Proceeds	1,420,964.51	
	- Interest Received	33,406.92	
	- FCZC Operations Claim #2020-07	(917,761.37)	
Disbursements:	- FCZC Operations Claim #2020-08	(607,995.60)	
	- FCZC Operations Claim #2020-09	(845,808.34)	
	- Wire Fees	(60.00)	
	Net Increase/(Decrease) to Cash	(917,253.88)	
	Ending Cash Balance - Available for Operations	\$	7,366,685.41
>>> Capital Facilities Project Fund			
	Beginning Cash Balance	\$	47,162,654.74
Receipts:	- Measure Z Sales Tax Proceeds	2,841,929.04	
	- Interest Received	202,531.57	
Disbursements:	- FCZC Capital Claim #2020-05C	(1,015,323.24)	
	- FCZC Capital Claim #2020-06C	(2,084,919.77)	
	- FCZC Capital Claim #2020-07C	(1,282,396.55)	
	Net Increase/(Decrease) to Cash	(1,338,178.95)	
	Ending Cash Balance - Available for Capital Projects	45,824,475.79	
	Ending Balance Available for Operations and Capital Projects	\$	53,191,161.20
	Total Interest Received During the Quarter		244,935.09

By Staff _____

Date _____

Accepted _____

Date _____

* Interest receipts are recorded in the month received rather than in the month earned and were calculated on an annual percentage percentage rate of 1.763 as of September 30, 2020.



**Fresno County Zoo Authority
Treasurer's Report
Unaudited Cash Basis
For the Month Ended December 31, 2020**

Summary of Measure Z Proceeds			
Tax Proceeds Received:			
-	Measure Z - Sales Tax Proceeds	\$	1,302,721.85
Total Proceeds Received:		\$	1,302,721.85
Tax Proceeds Allocated:			
-	Allocation to Zoo Authority Fund (2%)	\$	26,054.44
-	Allocation to Trust Fund for Operations and Capital Projects (98%)		1,276,667.41
Total Proceed Allocations		\$	1,302,721.85
Cash Balance by Fund			
Zoo Authority Fund	>> Administrative Fund	2%	
	Beginning Cash Balance	\$	2,143,859.02
Receipts:	- Measure Z Sales Tax Proceeds		26,054.44
	- Interest Received		8,253.37
Disbursements:	- ZA Reimbursement for ZA Claims from period July to November		(16,582.67)
	- PeopleSoft Financials Charge		(41.80)
Net Increase/(Decrease) to Cash			17,683.34
Ending Cash Balance - Zoo Authority Administrative Fund		\$	2,161,542.36
Trust Fund for FCZC Operations and Capital Projects			
		98%	
	Beginning Cash Balance	\$	53,826,271.61
	>>> Operations Fund		
	Beginning Cash Balance		7,756,310.85
Receipts:	- Measure Z Sales Tax Proceeds		425,555.80
	- Interest Received		30,647.10
Disbursements:	- FCZC Operations Claim #2020-09		(845,808.34)
	- Wire Fees		(20.00)
Net Increase/(Decrease) to Cash			(389,625.44)
Ending Cash Balance - Available for Operations		\$	7,366,685.41
	>>> Capital Facilities Project Fund		
	Beginning Cash Balance	\$	46,069,960.76
Receipts:	- Measure Z Sales Tax Proceeds		851,111.61
	- Interest Received		185,799.97
Disbursements:	- FCZC Capital Claim #2020-07C		(1,282,396.55)
Net Increase/(Decrease) to Cash			(245,484.97)
Ending Cash Balance - Available for Capital Projects		\$	45,824,475.79
Ending Balance Available for Operations and Capital Projects		\$	53,191,161.20
<i>Total Interest Received During the Month</i>			<i>224,700.44</i>

By Staff _____

Date _____

Accepted _____

Date _____

* Interest receipts are recorded in the month received rather than in the month earned and were calculated on an annual percentage rate of 1.763 as of September 30, 2020.



Fresno County Zoo Authority

SUMMARY OF MEASURE Z SALES TAX PROCEEDS

	PRIOR FISCAL YEARS				CURRENT FISCAL YEAR		
	2017-2018	2018-2019	2019-2020	BUDGETED	2020-21		
	ACTUAL	ACTUAL	ACTUAL		ACTUAL	BUDGET TO ACTUAL	
TAX RECEIPTS	TAX RECEIPTS	TAX RECEIPTS	TAX RECEIPTS	TAX RECEIPTS	VARIANCE		
July	\$ 930,800	\$ 1,227,435	\$ 1,436,673	\$ 1,479,773	\$ 1,493,025	\$ 13,252	0.90%
August	1,241,000	928,052	1,669,386	1,089,931	\$ 1,669,386	\$ 579,455	53.16%
September	1,391,154	1,171,132	1,417,789	1,353,765	1,417,789	\$ 64,024	4.73%
October	933,300	1,619,199	1,609,453	1,618,244	1,609,453	\$ (8,791)	-0.54%
November	1,244,400	1,531,072	1,437,716	1,105,544	1,437,716	\$ 332,172	30.05%
December	1,452,570	1,392,262	1,302,722	1,182,087	1,302,722	\$ 120,635	10.21%
January	951,900	1,345,542	1,263,406	1,301,308			
February	1,269,200	1,118,789	1,707,967	1,690,887			
March	1,420,604	1,327,543	\$ 1,063,584	1,052,948			
April	865,400	1,318,821	1,031,402	1,062,344			
May	1,512,737	868,850	989,444	885,966			
June	1,103,925	1,263,124	1,105,857	1,262,998			0.00%
Total	\$ 14,316,990	\$ 15,111,821	\$ 16,035,399	\$ 15,085,795	\$ 8,930,091	\$ 1,100,747	\$ -

TOTAL MEASURE Z PROCEEDS FROM INCEPTION \$ 193,401,621



Fresno County Zoo Authority
Treasurer's Report
Unaudited Cash Basis
For the Month Ended December 31, 2020

Summary of Quarter Four Interest Receipts					
Fund	Subclass	Description	1st Alloc. November	2nd Alloc December	Interest Received
4845	10000	Zoo Authority	-	8,253.37	\$ 8,253.37
4850	10000	FCZC - Operations	-	30,647.10	\$ 30,647.10
4850	42700	FCZC - CP	-	185,799.97	\$ 185,799.97
Total			\$ -	\$ 224,700.44	\$ 224,700.44
November to December					



**Fresno County Zoo Authority
Capital Projects Fund Cash Flow
For the Month Ended December 31, 2020**

Cash Balance as of 12/31/20 \$ 45,824,476

DEDUCTIONS (earmarked projects, FY20-21 expenditures paid through claim 2020-07C):

Zooplex Facility - June 2020	11,160,157	
Ambassador Animal Center - June 2020	2,614,347	
Kingdoms of Asia/Orangutan - July 2020	37,546,785	
Warthog Exhibit - May 2018	189,440	
South Corridor Infrastructure - February 2018	153,168	
Asian Exhibits - December 2017	-	
Belmont Basin Relief Line - August 2017	-	
Animal Nutrition Center - August 2017	319,963	
Prgm Animal Holding Facility - August 2017	42,228	
Orangutan Exhibit - May 2017	1	
Water Play Area - January 2017	92,260	
African River - June 2016	3,070,114	
Dino Dig Expansion - June 2016	154,220	
Total Deductions:		<u>\$ (55,342,683)</u>

TOTAL: \$ (9,518,207)



**Fresno County Zoo Authority
Operations Fund Cash Flow
For the Month Ended December 31, 2020**

Cash Balance as of 12/31/20 **\$ 7,366,685**

DEDUCTIONS (Remaining budgets, paid through claim 2020-09):

Administration	197,027	
Behind the Scenes	13,420	
Bird Show	50,066	
Information Technology	21,150	
Marketing	205,370	
Dinosaur Exhibit	187,133	
Animal	823,324	
Veterinary	88,622	
Utilities	54,881	
Animal Feed	154,290	
Interest/Bank Charges	(100)	
Exhibit Maintenance & Renovations	22,325	
Water Quality Supplies	14,409	
Visitor Services	127,845	
Maintenance	166,634	
Education	225,126	
Maintenance-Buildings & Ground	51,439	
Medical, Dental & Lab Supplies	5,567	
Total Deductions:		<u>\$ (2,408,528)</u>
TOTAL:		<u><u>\$ 4,958,157</u></u>



**Fresno County Zoo Authority
Administration Fund Cash Flow
For the Month Ended December 31, 2020**

Cash Balance as of 12/31/20 \$ 2,161,542

DEDUCTIONS

(FY 20-21 Remaining budgets, paid through claim ZA Claim November 2020):

Telephone Charges	250
Memberships	500
Office Expense	6,000
Postage	1,000
PeopleSoft Financials Charges	565
Professional Services	103,899
Data Processing Services	1,500
Publications & Legal Notices	500
Trans, Travel & Education	2,500

Total Deductions: \$ (116,714)

TOTAL: \$ 2,044,828



AGENDA ITEM 7

DATE: January 27, 2021
TO: Fresno County Zoo Authority Board
FROM: Scott Barton, Director
Fresno Chaffee Zoo Corporation
SUBJECT: Zoo Director's Report

RECOMMENDED ACTION:

Receive Fresno Chaffee Zoo Director's report.



AGENDA ITEM 8

DATE: January 27, 2021

TO: Fresno County Zoo Authority Board

FROM: Lily Wachter, Chief Financial Officer
Fresno Chaffee Zoo Corporation

SUBJECT: November 2020 Year-to-Date Financial Report

RECOMMENDED ACTION:

Receive Fresno Chaffee Zoo Corporation November 2020 Year-to-Date Financial Report and December 2020/FY2020 Early Insights Financial Resources during Winter Closure

ATTACHMENTS:

November 2020 Financial Report



Financial Report

November 2020 YTD

December 2020/FY2020 Early Insights

Financial Resources during Winter Closure

Summary

November 2020

Key Takeaway: November 2020 base operations revenue exceeded November 2019 base operations revenue, on a cash basis.

- \$7,183,114 self-generated revenue YTD on a cash basis (38% below budget)
- \$13,340,156 expenses (18% below budget)
- (\$6,157,042) operating income (28% below budget)
- \$6,108,809 Measure Z support from operations
- (\$48,233) operating income with Measure Z support
- \$4,440,176 net surplus - MZ Capital Funds, depr., investment income/interest

December 2020

- Closed after the first week of December
- More than \$400k in cash revenue - \$100k from donations, \$200k from memberships

FY 2020 – prior to year-end adjustments

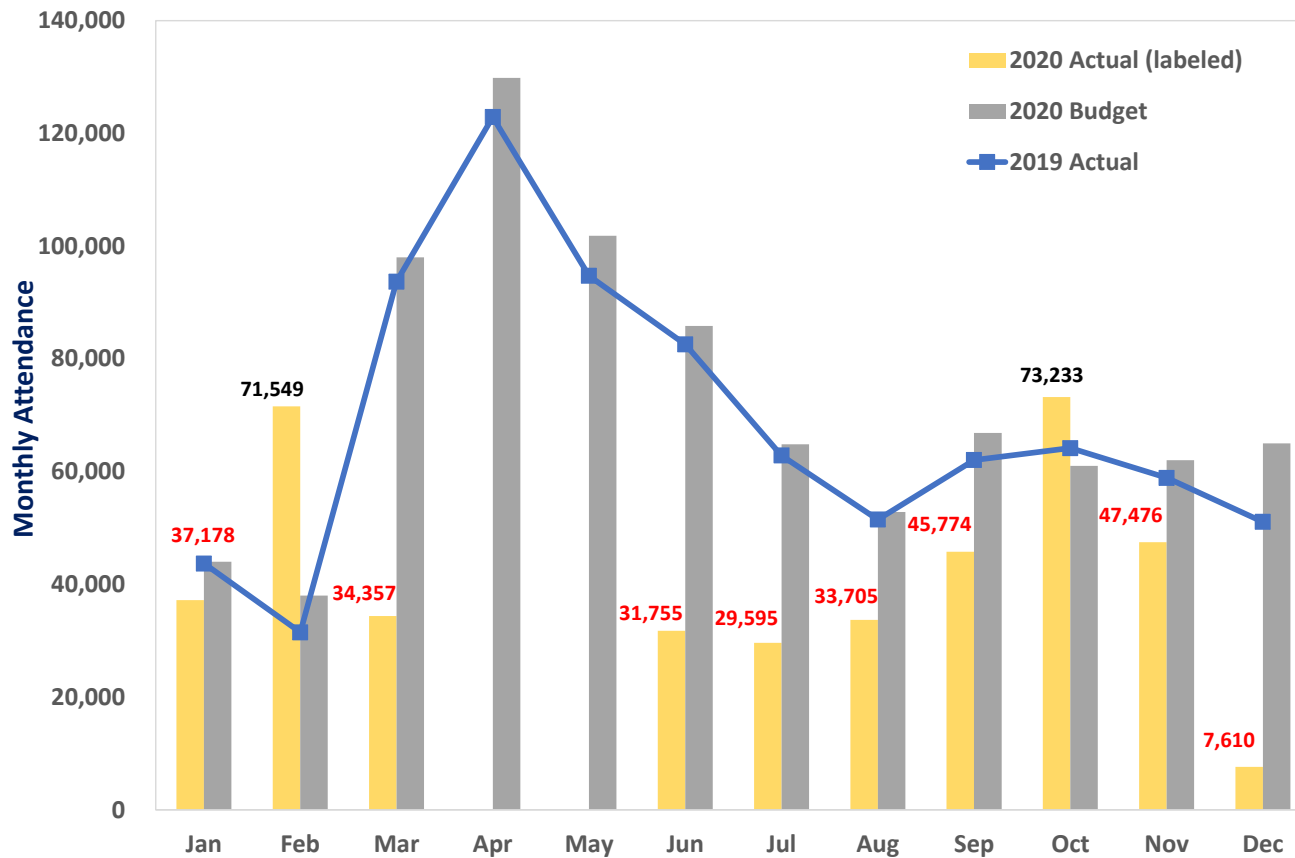
- \$7.6 million in self-generated revenue on a cash basis, prior to adjustments
- \$7.0 million (+/-) likely following year-end adjustments
 - Within the guided range of \$6.8 - \$7.6 million
- Does not include portion of bequest designated for specific purposes

2020 – Attendance

2020 Attendance = 412,232 (50% of 2019)

Vs. 2019	Jul	Aug	Sep	Oct	Nov	Dec
Total	47%	65%	74%	114%	81%	15%
Ex P&E	51%	71%	81%	140%	88%	20%

P&E = Programs & Events



Nov '20 YTD – Variance Analysis vs. Budget

Summary	Actuals	FY 20 Budgeted	FY 20 Diff.	% Diff.	FY 19 Actual	FY 19 Diff.	% Diff.
Attendance	404,622	805,000	(400,378)	(50%)	768,475	(363,853)	(47%)
Revenue	\$7,183,114	\$11,494,871	(\$4,311,756)	(38%)	\$10,056,262	(\$2,873,148)	(29%)
Personnel Expenses	\$8,507,081	\$9,984,902	(\$1,477,821)	(15%)	\$8,736,540	(\$229,459)	(3%)
Other Expenses	\$4,833,075	\$6,329,503	(\$1,496,427)	(24%)	\$5,895,931	(\$1,062,856)	(18%)
Operations Surplus (Deficit)	(\$6,157,042)	(\$4,819,534)	(\$1,337,508)	(28%)	(\$4,576,209)	(\$1,580,833)	(35%)
Measure Z Operating	\$6,108,809	\$4,858,788	\$1,250,021	26%	\$4,695,489	\$1,413,320	30%
Operations + MZ Surplus (Deficit)	(\$48,233)	\$39,254	(\$87,487)	nm	\$119,280	(\$167,513)	nm
Other Non-Operating	\$4,488,409	(\$2,929,300)	\$7,417,709	nm	\$2,308,929	\$2,179,480	94%
Net Surplus (Deficit)	\$4,440,176	(\$2,890,046)	\$7,330,222	nm	\$2,428,209	\$2,011,967	83%

Revenue - Selected Detail	Actuals	FY 20 Budgeted	FY 20 Diff.	% Diff.	FY 19 Actual	FY 19 Diff.	% Diff.
Admissions	\$2,733,122	\$5,377,399	(\$2,644,277)	(49%)	\$4,115,019	(\$1,381,897)	(34%)
Membership	\$1,203,886	\$1,468,320	(\$264,434)	(18%)	\$1,548,221	(\$344,335)	(22%)
Food Services/Gift Shop	\$764,289	\$1,221,400	(\$457,111)	(37%)	\$1,147,879	(\$383,590)	(33%)
Dinosaur Exhibit	\$689,170	\$626,066	\$63,104	10%	\$645,845	\$43,325	7%
Grants/Fundraising, ex-bequest	\$549,706	\$112,500	\$437,206	389%	\$166,115	\$383,591	231%
Other	\$1,242,941	\$2,689,186	(\$1,446,245)	(54%)	\$2,433,183	(\$1,190,242)	(49%)
Revenue	\$7,183,114	\$11,494,871	(\$4,311,756)	(38%)	\$10,056,262	(\$2,873,148)	(29%)

Expenses - Selected Detail	Actuals	FY 20 Budgeted	FY 20 Diff.	% Diff.	FY 19 Actual	FY 19 Diff.	% Diff.
Personnel - Animal/Vet.	\$3,451,239	\$4,017,746	(\$566,507)	(14%)	\$3,588,149	(\$136,910)	(4%)
Personnel - Education	\$978,659	\$1,097,643	(\$118,984)	(11%)	\$1,054,602	(\$75,944)	(7%)
Personnel - Maint./Hort.	\$782,082	\$1,216,221	(\$434,139)	(36%)	\$847,502	(\$65,420)	(8%)
Personnel - Other	\$3,295,100	\$3,653,292	(\$358,191)	(10%)	\$3,246,286	\$48,814	2%
Animal Services	\$382,473	\$392,439	(\$9,966)	(3%)	\$443,742	(\$61,269)	(14%)
Dinosaur Exhibit	\$603,028	\$727,136	(\$124,108)	(17%)	\$754,503	(\$151,475)	(20%)
Utilities	\$745,263	\$857,500	(\$112,237)	(13%)	\$847,288	(\$102,025)	(12%)
Repairs & Replacements	\$389,209	\$395,573	(\$6,364)	(2%)	\$285,343	\$103,867	36%
Contracted/Prof. Services	\$710,206	\$559,701	\$150,505	27%	\$669,456	\$40,750	6%
Conservation	\$115,640	\$250,000	(\$134,360)	(54%)	\$76,622	\$39,019	51%
Other	\$1,887,257	\$3,147,154	(\$1,259,897)	(40%)	\$2,818,979	(\$931,722)	(33%)
Operating Expenses	\$13,340,156	\$16,314,405	(\$2,974,249)	(18%)	\$14,632,471	(\$1,292,315)	(9%)

Per Capita Spending on Grounds (1 of 3)

Price Reference

Selected Ticket Prices	Non-Member			Member		
	2021	2020	2019	2021	2020	2019
Adult Ticket	\$14.95	\$14.95	\$12.95	-	-	-
Child Ticket	\$8.95	\$8.95	\$7.95	-	-	-
Giraffe Feeding	\$5.00	\$3.00	\$3.00	\$3.00	\$3.00	\$3.00
Stingray Bay Admission	\$4.00	\$2.00	\$2.00	-	-	-
Stingray Bay Feeding	\$2.00	\$2.00	\$1.00	\$2.00	\$2.00	\$1.00
Adult Zoorassic Park	\$6.00	\$5.00	\$4.00	\$5.00	\$5.00	\$4.00
Child Zoorassic Park	\$5.00	\$4.00	\$3.00	\$4.00	\$4.00	\$3.00

Note: Additional prices/discounts offered for seniors, groups, total experience ticketholders, etc. Free attendance includes babies, complimentary ticketholders, etc. Members can purchase Zoorassic Park season passes.

Per Capita Spending on Grounds (2 of 3)

Capture Rates & Average Revenue for Experiences

	November 2020	November 2019	July - November 2020	July - November 2019	July - Nov 2020 vs. 2019
Attendance	47,476	58,889	229,783	299,447	(23%)
General Admission	23,096	29,321	127,779	154,830	(17%)
Members	20,271	19,825	85,711	98,897	(13%)
Programs & Events (P&E)	4,109	9,743	16,293	45,720	(64%)
Giraffe Feeding					
Attendance	15,498	16,608	76,382	86,021	(11%)
Revenue	\$40,536	\$43,523	\$204,393	\$226,486	(10%)
Capture Rate	33%	28%	33%	29%	5%
Capture Rate, ex. P&E	36%	34%	36%	34%	2%
Average Revenue	\$2.62	\$2.62	\$2.68	\$2.63	+\$0.02
Stingray Bay					
Attendance	12,255	17,290	65,461	88,283	(26%)
Revenue	\$16,337	\$18,909	\$88,954	\$95,683	(7%)
Capture Rate	26%	29%	28%	29%	(1%)
Capture Rate, ex. P&E	28%	35%	31%	35%	(4%)
Average Revenue	\$1.33	\$1.09	\$1.36	\$1.08	+\$0.25
Zoorassic Park					
Attendance	22,494	14,590	113,638	125,158	(9%)
Revenue	\$75,152	\$51,062	\$530,884	\$461,439	15%
Capture Rate	47%	25%	49%	42%	8%
Capture Rate, ex. P&E	52%	30%	53%	49%	4%
Average Revenue	\$3.34	\$3.50	\$4.67	\$3.69	+\$0.27

Per Capita Spending on Grounds (3 of 3)

	November 2020	November 2019	July - November 2020	July - November 2019	July - Nov 2020 vs. 2019
General Admission	23,096	29,321	127,779	154,830	(17%)
Members	20,271	19,825	85,711	98,897	(13%)
Attendance ex P&E	43,367	49,146	213,490	253,727	(16%)
Giraffe	15,498	16,608	76,382	86,021	(11%)
Stingray	12,255	17,290	65,461	88,283	(26%)
Zoorassic	22,494	14,590	113,638	125,158	(9%)
P&E attendance	4,109	9,743	16,293	45,720	(64%)
Total attendance	47,476	58,889	229,783	299,447	(23%)
Admissions	\$322,295	\$297,948	\$1,708,138	\$1,551,282	10%
Food	\$40,864	\$45,422	\$276,698	\$292,339	(5%)
Gift	\$40,676	\$29,300	\$197,581	\$226,486	(13%)
Giraffe	\$40,536	\$43,523	\$204,393	\$226,486	(10%)
Stingray	\$16,337	\$18,909	\$88,954	\$95,683	(7%)
Zoorassic	\$75,152	\$51,062	\$530,884	\$461,439	15%
Revenue sub-total	\$535,861	\$486,163	\$3,006,648	\$2,853,715	5%
Admissions	\$7.43	\$6.06	\$8.00	\$6.11	31%
Food	\$0.94	\$0.92	\$1.30	\$1.15	12%
Gift	\$0.94	\$0.60	\$0.93	\$0.89	4%
Giraffe	\$0.93	\$0.89	\$0.96	\$0.89	7%
Stingray	\$0.38	\$0.38	\$0.42	\$0.38	10%
Zoorassic	\$1.73	\$1.04	\$2.49	\$1.82	37%
Per capita (GA & members)	\$12.36	\$9.89	\$14.08	\$11.25	25%
Admissions	\$6.79	\$5.06	\$7.43	\$5.18	43%
Food	\$0.86	\$0.77	\$1.20	\$0.98	23%
Gift	\$0.86	\$0.50	\$0.86	\$0.76	14%
Giraffe	\$0.85	\$0.74	\$0.89	\$0.76	18%
Stingray	\$0.34	\$0.32	\$0.39	\$0.32	21%
Zoorassic	\$1.58	\$0.87	\$2.31	\$1.54	50%
Per capita (all attendance)	\$11.29	\$8.26	\$13.08	\$9.53	37%

FCZC Balance Sheet – Nov. 2020

	November 2020	November 2019
ASSETS		
Current Assets		
Cash	\$2,372,314	\$161,227
Short Term Investments-Retention	\$167,287	\$318,845
Accounts Receivable	\$6,292,342	\$1,084,161
Prepaid Expenses	\$337,889	\$213,033
Deferred Maintenance	\$72,402	\$182,717
Total Current Assets	\$9,242,233	\$1,959,983
Other Assets		
Long Term Investments	\$13,500,003	\$12,000,298
Buildings, Equipment, Vehicles, and Furniture (net)	\$3,688,366	\$3,741,920
Exhibits	\$63,166,249	\$61,194,698
Construction in Progress	\$12,407,268	\$9,250,292
Goodwill	\$115,366	\$115,366
Total Other Assets	\$92,877,252	\$86,302,574
TOTAL ASSETS	\$102,119,486	\$88,262,557
LIABILITIES AND NET ASSETS		
Liabilities		
Accounts Payable and Accrued Liabilities	\$8,854,467	\$2,224,535
Line of Credit/Loan Account	\$1,032,952	\$85,488
Loan Account PPP	\$1,702,700	\$0
Retention Payable	\$499,711	\$62,523
Total Liabilities	\$12,089,830	\$2,372,546
Net Assets		
Fund Balance-Without donor restriction	\$88,728,022	\$84,663,683
Fund Balance-With donor restriction	\$1,301,633	\$1,226,383
Total Net Assets	\$90,029,656	\$85,890,066
TOTAL LIABILITIES AND NET ASSETS	\$102,119,486	\$88,262,612

FCZC Balance Sheet – Dec. 2020 DRAFT

	December 2020	December 2019
ASSETS		
Current Assets		
Cash	\$2,739,922	\$849,530
Short Term Investments-Retention	\$239,493	\$84,349
Accounts Receivable	\$4,832,754	\$1,511,562
Prepaid Expenses	\$266,221	\$210,225
Deferred Maintenance	\$72,402	\$182,717
Total Current Assets	\$8,150,793	\$2,838,382
Other Assets		
Long Term Investments	\$13,760,953	\$12,287,896
Buildings, Equipment, Vehicles, and Furniture (net)	\$3,625,866	\$4,010,626
Exhibits	\$63,166,249	\$63,166,249
Construction in Progress	\$12,474,729	\$3,657,512
Goodwill	\$115,366	\$115,366
Total Other Assets	\$93,143,163	\$83,237,650
TOTAL ASSETS	\$101,293,955	\$86,076,032
LIABILITIES AND NET ASSETS		
Liabilities		
Accounts Payable and Accrued Liabilities	\$5,711,725	\$3,106,715
Line of Credit/Loan Account	\$775,694	\$602,334
Loan Account PPP	\$1,702,700	\$0
Retention Payable	\$499,996	\$74,849
Total Liabilities	\$8,690,115	\$3,783,897
Net Assets		
Fund Balance-Without donor restriction	\$91,283,491	\$81,071,180
Fund Balance-With donor restriction	\$1,320,350	\$1,220,954
Total Net Assets	\$92,603,840	\$82,292,134
TOTAL LIABILITIES AND NET ASSETS	\$101,293,955	\$86,076,032

EARLY DRAFT
subject to
further monthly
entries and
year-end
adjustments.

Financial Position - Operations

Plan: Operate at current run rate; re-evaluate based on length of zoo closure and feedback on PPP round 2 application

Operating Expenses

- **\$1.25 million monthly expenses at current run rate**
 - \$0.8 million personnel expenses (> \$0.9 million in 2021 budget)
 - \$0.4 - \$0.5 million other expenses (> \$0.5 million in 2021 budget)

Financial Resources

- **\$4.2 million cash available/expected in 1Q**
 - Includes cash balance plus MZ claims for Nov/Dec 2020
- **\$5.3 million 2021 Measure Z operations budget**
 - Covers more than 30% of monthly budget at current run rate
- **\$5.0 million+ unallocated Measure Z Operations fund**
 - After accounting for the additional \$1.5 million allocated to the 2020 budget
- **\$1.8 million PPP loan round 2**
 - Sent application to Suncrest; awaiting feedback on eligibility/funding level/timing
- **\$13.7 million investment fund balance**
 - (\$0.8) million margin loan balance
 - \$3.3 million available to draw down on margin loan (aggregate borrowing)
- **Targeted expense reductions / delayed spending**