



FRESNO COUNTY ZOO AUTHORITY

MEETING AGENDA

9:00 AM, Wednesday, October 26, 2022

Fresno County Employees' Retirement Association

7772 N. Palm Ave. Fresno, CA 93711

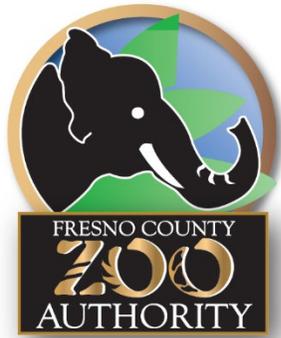
(559) 457-0681

1. Call to Order
2. Roll Call
3. Approve Agenda
4. Public Comments
This portion of the meeting is reserved for persons desiring to address the board 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. Before beginning comments, please state for the record your name and affiliation, if any
5. Approve Consent Agenda Items
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 September 28, 2022
 - b. Review and approve payment of County of Fresno invoice for Professional and Specialized Services in the amount of \$18,112.32 for services through September 2022
 - c. Receive Treasurer's Reports for the month of September 2022 and Quarter ending September 2022
6. Receive Fresno Chaffee Zoo Director's report
7. Receive Fresno Chaffee Zoo Master Plan

8. Receive Fresno Chaffee Zoo Corporation's August 2022 Year-to-Date Financial Report and September 2022 Early Insights
9. Receive and approve request from Fresno Chaffee Zoo Corporation to release remaining Measure Z budgeted funds from the Mixed Species Demo in the total amount of \$1,727.50
10. Receive and approve request from Fresno Chaffee Zoo Corporation to release remaining Measure Z budgeted funds from the African River Design in the amount of \$2,830,342.30
11. Approve and authorize release of retention withheld on design work provided by Studio Hanson Roberts related to African River Exhibit (\$11,956.50)
12. Review next meeting date and revise if necessary:
 - Wednesday, November 30, 2022
 - Wednesday, December 28, 2022
13. Receive staff reports
14. Chair's comments
15. Board Member comments
16. 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, September 28, 2022

Fresno County Employees' Retirement Association

7772 N. Palm Ave. Fresno, CA 93711

(559) 457-0681

1. Call to Order
CHAIRMAN ROMAN CALLED THE MEETING TO ORDER AT 9:04AM.
2. Roll Call
A QUORUM WAS PRESENT WITH MEMBERS ROMAN, TOSTE, GARABEDIAN, WATERHOUSE AND ARIAS IN ATTENDANCE.
3. Approve Agenda
MEMBER ARIAS MOVED TO ADOPT THE AGENDA. SECONDED BY MEMBER WATERHOUSE. THE MOTION PASSED UNANIMOUSLY.
4. Public Comments
This portion of the meeting is reserved for persons desiring to address the board 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. Before beginning comments, please state for the record your name and affiliation, if any
HELD. NONE RECEIVED
5. Approve Consent Agenda Items
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 July 27, 2022
 - b. Review and approve payment of County of Fresno invoice for Professional and Specialized Services in the amount of \$10,078.55 for services through August 2022
 - c. Receive Treasurer's Reports for July and August 2022

MEMBER ARIAS MOVED TO APPROVE THE CONSENT ITEMS. SECONDED BY MEMBER WATERHOUSE. THE MOTION PASSED UNANIMOUSLY.

6. Present certificate to Kent L. Stratford for 17 years of service as a member of the Zoo Authority Board
STRATFORD WAS NOT IN ATTENDANCE; HOWEVER, CHAIRMAN ROMAN PRESENTED THE CERTIFICATE AND WILL GET IT MAILED TO STRATFORD.
7. Receive Fresno Chaffee Zoo Director's report
RECEIVED. CEO JON DOHLIN PROVIDED A CONSTRUCTION UPDATE FOR KINGDOMS OF ASIA.
8. Receive Business Plan Presentation from Fresno Chaffee Zoo consultant
RECEIVED. ZOO CONSULTANT, ZACH WINFIELD, PRESENTED THE CHAFFEE ZOO BUSINESS PLAN THAT CONSISTED OF A REVIEW OF PRELIMINARY OBSERVATIONS, KEY BUSINESS PLAN DRIVERS, AND A MODELING APPROACH AND OUTCOMES.
9. Receive Fresno Chaffee Zoo Corporation's July 2022 Year-to-Date Financial Report and August 2022 Early Insights
RECEIVED. CFO NORA CROW REPORTED ON REVENUES AND EXPENSES COMPARED TO BUDGET, OPERATING DEFICIT AND NET SURPLUS. REPORTED ON FREE TICKETS THROUGH PARTNERSHIP WITH ONEFRESNO AND THE HOUSING AUTHORITY. REPORTED ON ATTENDANCE, PER CAPITA SPENDING AND THE JULY AND AUGUST BALANCE SHEETS.
10. Approve Fresno Chaffee Zoo Corporation's request of Measure Z Capital funds totaling \$1,775,810.79 for the construction of the Conservation Building
MEMBER WATERHOUSE MOVED TO APPROVE MEASURE Z CAPITAL FUNDS TOTALING \$1,775,810.79 WITH THE INCLUSION OF A 15 PERCENT CONTINGENCY AS PRESENTED. THE MOTION DID NOT RECEIVE A SECOND AND FAILED. MEMBER GARABEDIAN MOVED TO APPROVE MEASURE Z CAPITAL FUNDS TOTALING \$1,775,810.79 INCLUDING A 10 PERCENT CONTINGENCY. SECONDED BY MEMBER WATERHOUSE. THE MOTION PASSED UNANIMOUSLY.
11. Review next meeting date and revise if necessary:

Wednesday, October 26, 2022
Wednesday, November 30, 2022
Wednesday, December 28, 2022

REVIEWED WITH NO REVISIONS TO THE SCHEDULE.
12. Receive staff reports
NO ADDITIONAL STAFF REPORTS RECEIVED.
13. Chair's comments
NOTED THAT SHE WILL SEE EVERYONE FRIDAY AT SAFARI NIGHT.
14. Board Member comments
MEMBER GARABEDIAN INQUIRED ABOUT FILLING THE VACANCY ON THE BOARD. NO UPDATES AT THIS TIME. CHAIRMAN ROMAN ASKED THE COORDINATOR TO SEND A NOTE TO THE DISTRICT 3 STAFF AS A REMINDER THAT THE POSITION IS STILL VACANT.
15. Adjourn

**THERE BEING NO FURTHER BUSINESS BEFORE THE BOARD, CHAIRMAN ROMAN
ADJOURNED THE MEETING AT 10:34AM.**

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Invoice for Professional Services in Support of the Zoo Authority
Billing Hours and Expenses through September 2022

Invoice Number
10-ZOO-102622

October 26, 2022

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 Div Chief</i>	0.25	\$92.49	\$23.12
<i>Accounting & Finance Manager</i>	0.00	\$91.80	\$0.00
<i>Accountant II</i>	5.00	\$80.92	\$404.60
<i>Accountant I</i>	18.46	\$62.78	\$1,158.92
<i>Account Clerk I</i>	0.00	\$56.16	\$0.00
<i>Account Clerk II</i>	34.00	\$59.94	\$2,037.96
<i>County Counsel</i>			
<i>Deputy County Counsel</i>		\$159.00	\$0.00
<i>CAO</i>			
<i>Board Coordinator</i>	111.00	\$130.52	\$14,487.72
Professional Services Total	168.71		\$18,112.32
Office Expense Total			
Invoice Total			\$18,112.32

**Fresno County
Administrative Office**

INVOICE

2281 Tulare Street, Room 304
Fresno, CA 93721
559-600-1710

DATE: October 1, 2022
INVOICE # 1013
FOR: *Zoo Authority
Administration*

Bill To:
Zoo Authority

DESCRIPTION	AMOUNT
Zoo Authority Board Coordinator Services July, August, September 2022	\$ 14,487.72
TOTAL	\$ 14,487.72

AGENDA ITEM 5c



Fresno County Zoo Authority Treasurer's Report Unaudited Cash Basis For the Quarter Ended September 30, 2022

Summary of Measure Z Proceeds			
Tax Proceeds Received:			
-	Measure Z - Sales Tax Proceeds	\$	5,601,546.20
	Total Proceeds Received:	\$	5,601,546.20
Tax Proceeds Allocated:			
-	Allocation to Zoo Authority Fund (2%)		112,030.92
-	Allocation to Trust Fund for Operations and Capital Projects (98%)		5,489,515.28
	Total Proceed Allocations	\$	5,601,546.20
Cash Balance by Fund			
Zoo Authority Fund >> Administrative Fund 2%			
	Beginning Cash Balance	\$	2,668,689.94
Receipts:	- Measure Z Sales Tax Proceeds		112,030.92
	- Interest Received		8,920.18
Disbursements:	- PeopleSoft Financial Charges		(123.24)
	- ZA Claim for Professional Services		(10,078.55)
	Net Increase/(Decrease) to Cash		110,749.31
	Ending Cash Balance - Zoo Authority Administrative Fund	\$	2,779,439.25
Trust Fund for FCZC Operations and Capital Projects 98%			
	Beginning Cash Balance	\$	33,129,452.22
>>> Operations Fund			
	Beginning Cash Balance		7,017,447.56
Receipts:	- Measure Z Sales Tax Proceeds		1,829,838.43
	- Interest Received		26,316.68
	- FCZC Operations Claim #2022-06		(607,036.60)
	- FCZC Operations Claim #2022-07		(841,263.90)
	- Wire Fees		(40.00)
	Net Increase/(Decrease) to Cash		407,814.61
	Ending Cash Balance - Available for Operations	\$	7,425,262.17
>>> Capital Facilities Project Fund			
	Beginning Cash Balance	\$	26,112,004.66
Receipts:	- Measure Z Sales Tax Proceeds		3,659,676.85
	- Interest Received		93,416.72
	FCZC Capital Claim 2022-06C		(995,699.81)
	FCZC Capital Claim 2022-07C		(1,363,791.05)
	Net Increase/(Decrease) to Cash		1,393,602.71
	Ending Cash Balance - Available for Capital Projects		27,505,607.37
	Ending Balance Available for Operations and Capital Projects	\$	34,930,869.54
	<i>Total Interest Received During the Quarter</i>		<i>128,653.58</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 1.358 as of June 30, 2022.



**Fresno County Zoo Authority
Treasurer's Report
Unaudited Cash Basis
For the Month Ended September 30, 2022**

Summary of Measure Z Proceeds			
Tax Proceeds Received:			
-	Measure Z - Sales Tax Proceeds	\$	1,702,531.63
		Total Proceeds Received:	\$ 1,702,531.63
Tax Proceeds Allocated:			
-	Allocation to Zoo Authority Fund (2%)		34,050.63
-	Allocation to Trust Fund for Operations and Capital Projects (98%)		1,668,481.00
		Total Proceed Allocations	\$ 1,702,531.63
Cash Balance by Fund			
Zoo Authority Fund	>> Administrative Fund	2%	
	Beginning Cash Balance	\$	2,747,212.79
Receipts:	- Measure Z Sales Tax Proceeds		34,050.63
	- Interest Received		8,254.38
	- ZA Staff Invoice Reimbursement for Professional Services		(10,078.55)
		Net Increase/(Decrease) to Cash	32,226.46
		Ending Cash Balance - Zoo Authority Administrative Fund	\$ 2,779,439.25
Trust Fund for FCZC Operations and Capital Projects			
		98%	
	Beginning Cash Balance	\$	35,356,666.97
>>> Operations Fund			
	Beginning Cash Balance		7,686,033.33
Receipts:	- Measure Z Sales Tax Proceeds		556,160.33
	- Interest Received		24,352.41
Disbursements:	- FCZC Operations Claim #2022-07		(841,263.90)
	- Wire Fees		(20.00)
		Net Increase/(Decrease) to Cash	(260,771.16)
		Ending Cash Balance - Available for Operations	\$ 7,425,262.17
>>> Capital Facilities Project Fund			
	Beginning Cash Balance	\$	27,670,633.64
Receipts:	- Measure Z Sales Tax Proceeds		1,112,320.67
	- Interest Received		86,444.11
Disbursements:	- FCZC Capital Claim 2022-07C		(1,363,791.05)
		Net Increase/(Decrease) to Cash	(165,026.27)
		Ending Cash Balance - Available for Capital Projects	27,505,607.37
		Ending Balance Available for Operations and Capital Projects	\$ 34,930,869.54
		Total Interest Received During the Month	119,050.90

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 1.358 as of June 30, 2022.



Fresno County Zoo Authority

SUMMARY OF MEASURE Z SALES TAX PROCEEDS

	PRIOR FISCAL YEARS			CURRENT FISCAL YEAR			
	2019-2020	2020-21	2021-22	2022-23			
	ACTUAL	ACTUAL	ACTUAL	BUDGETED	ACTUAL	BUDGET TO ACTUAL	
	TAX RECEIPTS	TAX RECEIPTS	TAX RECEIPTS	TAX RECEIPTS	TAX RECEIPTS	VARIANCE	
July	\$ 1,436,673	1,493,025	2,124,574	\$ 2,188,311	\$ 2,050,253	\$ (138,058)	-6.31%
August	1,123,640	1,669,386	1,637,692	1,588,561	1,848,761	260,200	16.38%
September	1,367,439	1,417,789	1,638,799	1,622,411	1,702,532	80,121	4.94%
October	1,571,111	1,609,453	1,919,542		-	0	
November	1,073,344	1,437,716	1,649,471		-	0	
December	1,194,027	1,302,722	1,573,898		-	0	
January	1,263,406	1,388,858	1,555,927		-	0	
February	1,707,967	1,728,158	2,256,736		-	0	
March	1,063,584	1,292,553	1,529,499		-	0	
April	1,031,402	1,513,199	1,542,639		-	0	
May	989,444	1,632,214	1,972,403		-	-	
June	1,105,857	1,682,042	1,712,649		-	-	
Total	\$ 14,927,894	18,167,115	21,113,829	\$ 5,399,283	\$ 5,601,546	\$ 202,263	3.75%

TOTAL MEASURE Z PROCEEDS FROM INCEPTION \$ 228,448,778



Fresno County Zoo Authority
Treasurer's Report
Unaudited Cash Basis
For the Month Ended September 30, 2022

Summary of Quarterly Interest Receipts											
Fund	Subclass	Description	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter		Total Interest
			1st Alloc.	2nd Alloc.	1st Alloc.	2nd Alloc.	1st Alloc.	2nd Alloc.	1st Alloc.	2nd Alloc.	
Date Received			7/19/2022	9/13/2022							
4845	10000	Zoo Authority	665.80	8,254.38	-				-		\$ 8,920.18
4850	10000	FCZC - Operations	1,964.27	24,352.41	-				-		\$ 26,316.68
4850	42700	FCZC - CP	6,972.61	86,444.11	-				-		\$ 93,416.72
Total			\$ 9,602.68	\$ 119,050.90	\$ -	\$ 128,653.58					

For Fiscal Year Ending June 30, 2023



**Fresno County Zoo Authority
Capital Projects Fund Cash Flow
For the Month Ended September 30, 2022**

Cash Balance as of 09/30/2022 \$ 27,505,607

DEDUCTIONS (earmarked projects, FY22-23 expenditures paid through claim 2022-07C):

Zooplex Construction - June 2020	853,317	
Asia Construction -July 2020	4,007,915	
Asia Design - December 2017	549,874	
Zooplex Design- August 2017	103,561	
Mixed Species Exhibit Design - June 2021	62,963	
SLC Biotank Design	5,530	
Mixed Species Exhibit Construction - July 2022	29,340	
SLC Biotank/Chiller - Construction	1,409,461	
Energy Efficiency	1,037,674	
Total Deductions:		\$ (8,059,635)

TOTAL: **\$ 19,445,972**



**Fresno County Zoo Authority
Operations Fund Cash Flow
For the Month Ended September 30, 2022**

Cash Balance as of 09/30/2022 \$ 7,425,262

DEDUCTIONS (Remaining budgets, paid through claim 2022-07):

Marketing	440	
Animal	1,664,792	
Veterinary	277,955	
Utilities	389,081	
Animal Feed	175,045	
Interest/Bank Charges	(60)	
Maintenance-General Equipment	20,282	
Maint.-Water/Water Standby	28,064	
Visitor Services	55,050	
Commissary	82,812	
Maintenance	33,073	
Medical, Dental & Lab Supplies	27,142	
Total Deductions:		\$ (2,753,676)

TOTAL: **\$ 4,671,586**



**Fresno County Zoo Authority
Administration Fund Cash Flow
For the Month Ended September 30, 2022**

Cash Balance as of 09/30/2022 \$ 2,779,439

DEDUCTIONS

(FY 22-23 Remaining budgets, ZA Claim paid through September 30, 2022):

Telephone Charges	250
Memberships	500
Office Expense	6,000
Postage	1,000
PeopleSoft Financials Charges	731
Professional & Specialized Ser	150,403
Data Processing Services	1,500
Publications & Legal Notices	500
Trans, Travel & Education	2,500

Total Deductions: \$ (163,384)

TOTAL: \$ 2,616,055



AGENDA ITEM 6

DATE: October 26, 2022

TO: Fresno County Zoo Authority Board

FROM: Jon Forrest Dohlin, Chief Executive Officer
Fresno Chaffee Zoo Corporation

SUBJECT: Zoo Director's Report

RECOMMENDED ACTION:

Receive Fresno Chaffee Zoo Director's report.



AGENDA ITEM 7



Master Plan

June 2022



MISSION



*We inspire people to care for animals, create connections,
build community, and save wildlife.*

VISION



A just future that begins with us and makes possible a world where people and wildlife thrive together.



We inspire people to care for animals, create connections, build community, and save wildlife.

SAVING WILDLIFE

BUILDING TEAMS

RESPONSIBLE
BUSINESS

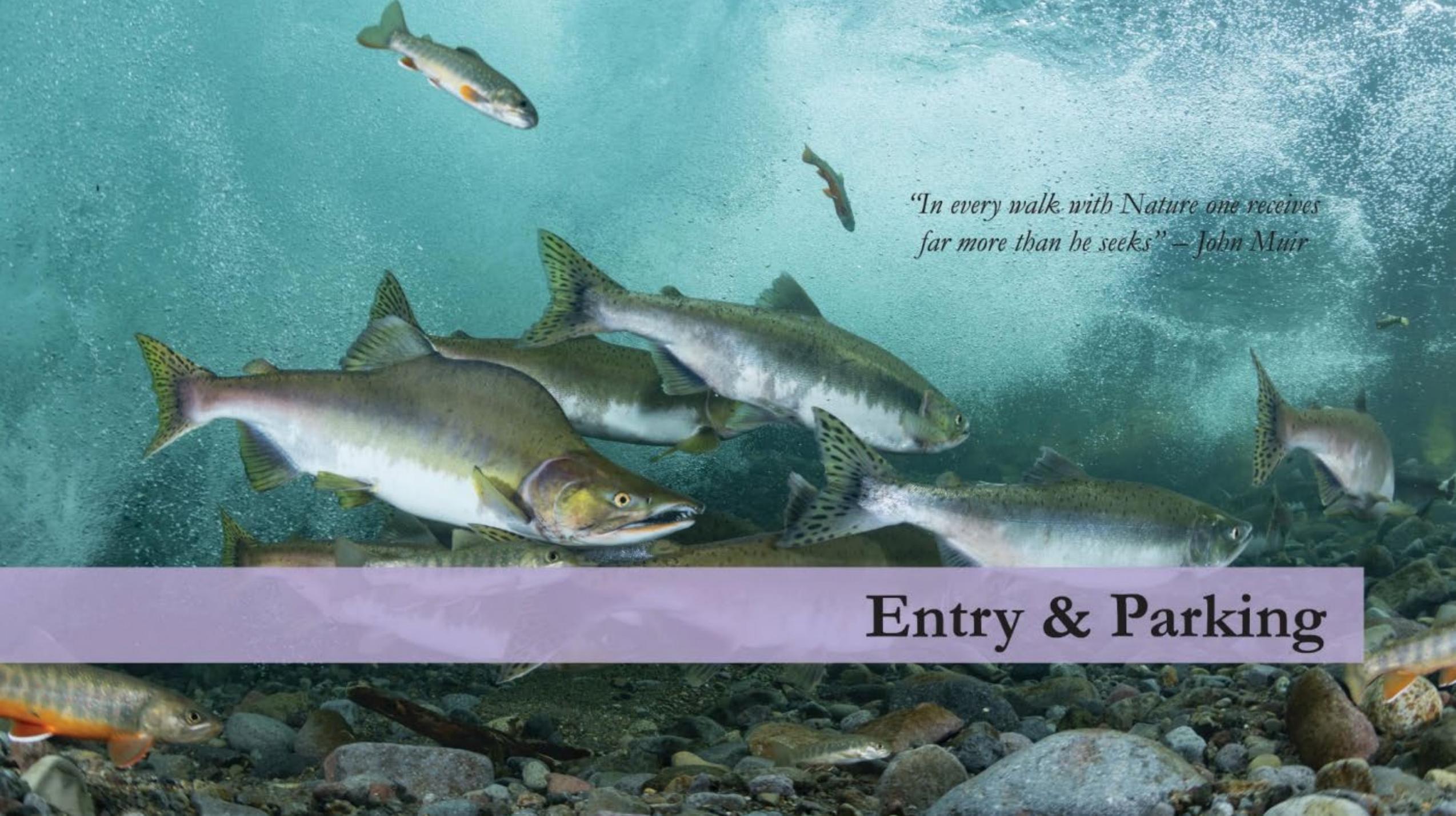
STRENGTHENING
COMMUNITY

Our Core Values:

- **United:** We are one team, working together to support our mission, communities, and each other.
- **Dedicated:** We are knowledgeable and passionate, driven to improve, grow, and learn.
- **Respectful:** We show respect for one another and the unique contributions we each make to our institution.
- **Grateful:** We appreciate the support of our community, the people we work with, and the treasures of the natural world.
- **Welcoming:** We work to ensure that everything we do is accessible and inclusive of all.
- **Aspirational:** Through our work, we will have a positive impact on nature, people, and wildlife.

Master Plan



An underwater photograph of several salmon swimming in clear, turquoise water. The fish are silvery with some showing orange and red hues. They are swimming over a rocky riverbed. The lighting is bright, creating a shimmering effect on the water's surface.

*“In every walk with Nature one receives
far more than he seeks” – John Muir*

Entry & Parking

Entry & Parking



Entry & Parking

Overview

The new entry to the Fresno Chukar Zoo is located in the Grand Valley of California. Drawing inspiration from the existing parking area around the Zoo with its two parking garages. Together, they merge to form a landscaped, shaded route to an important new entry and arrival place that establish a physical sense of place and a welcoming ambience. The new entry organizes the functions of exhibiting, membership, guest services, concessions, and retail, preparing the Zoo to handle more than one million visitors a year.

Program

Parking Garage 1	300 Spaces
Parking Garage 2	300 Spaces
Annual Plaza	4,500 SF
Retail	1,100 SF
Guest Services	3,800 SF
Membership	4





Rice University Cambridge Office Garage, Houston, TX
• Tensile Mesh Facade, Custom Printed with Leaf Pattern Image



T3 Parking Structure, Austin, TX
• Living Vegetation Facade



San Antonio Zoo Parking Garage, San Antonio, TX
• Living Vegetation Facade
• Zoo Sign



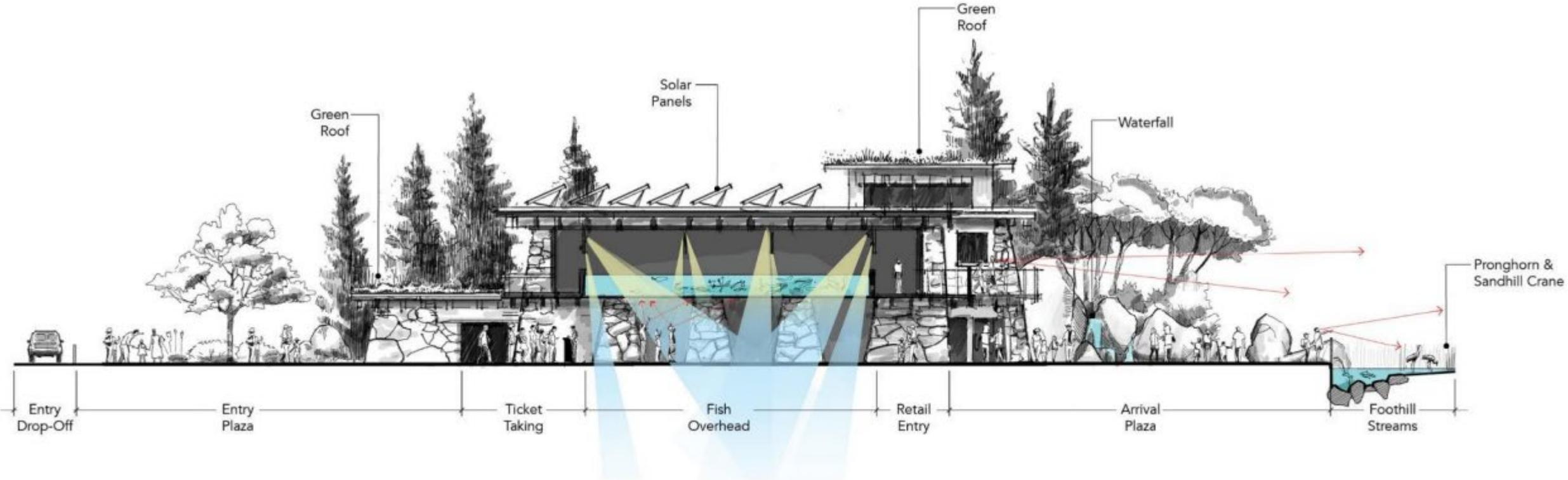
Crocker Park Parking Garage, Westlake, OH
• Tensile Mesh Facade, Custom Printed with Tree Pattern Image



Lawson Lane Campus, Milpitas, CA
• Bronze Mesh





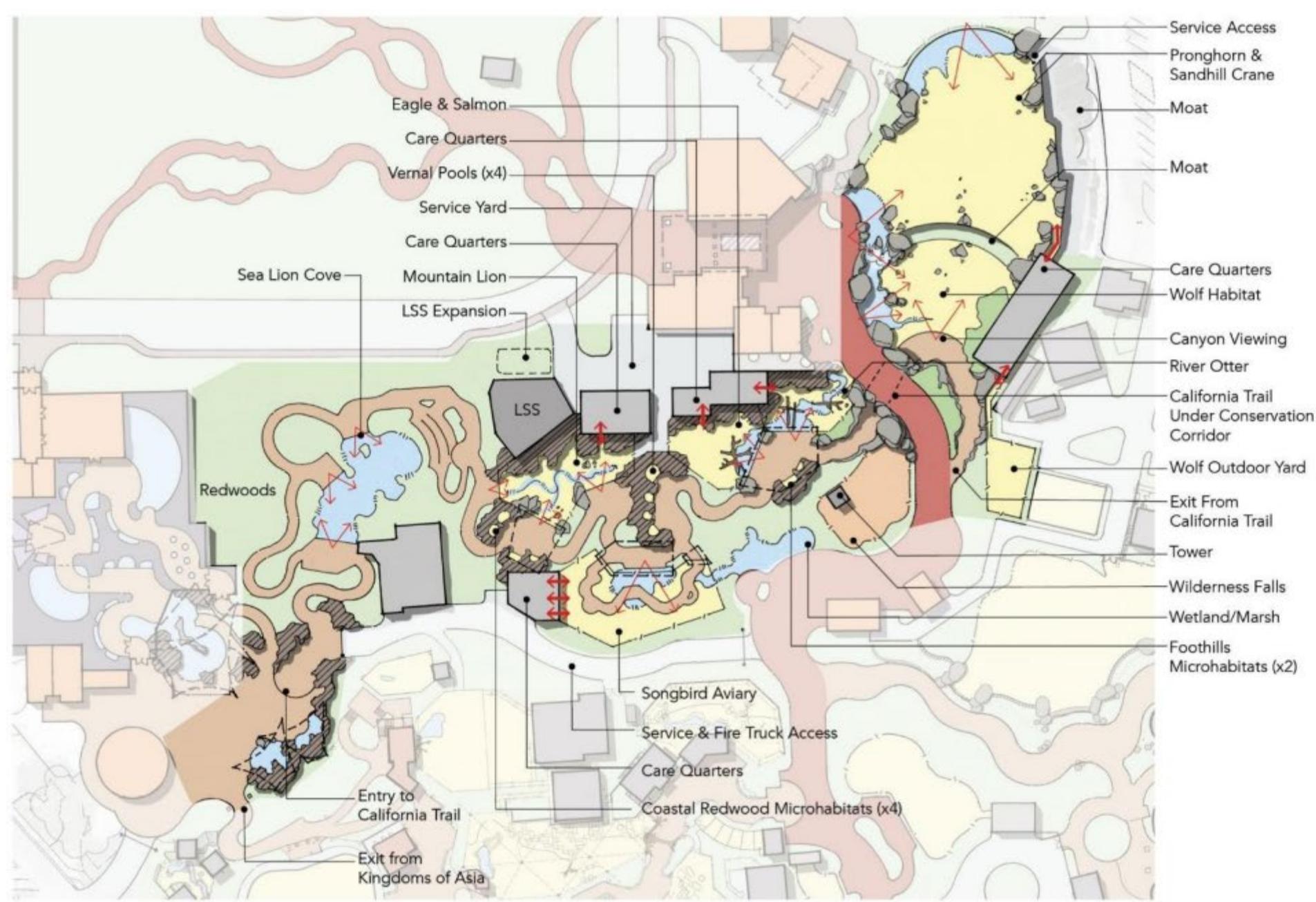


A close-up photograph of two coyotes howling. The coyote in the foreground is in sharp focus, its mouth wide open, showing its teeth and tongue. Its eyes are closed, and its head is tilted back. The second coyote is in the background, slightly out of focus, also howling. The background is a dark, blurred green, suggesting a natural outdoor setting.

“...A landscape was displayed that after all my wanderings still appears as the most beautiful I have ever beheld. At my feet lay the Great Central Valley of California, level and flowery, like a lake of pure sunshine” – John Muir

California

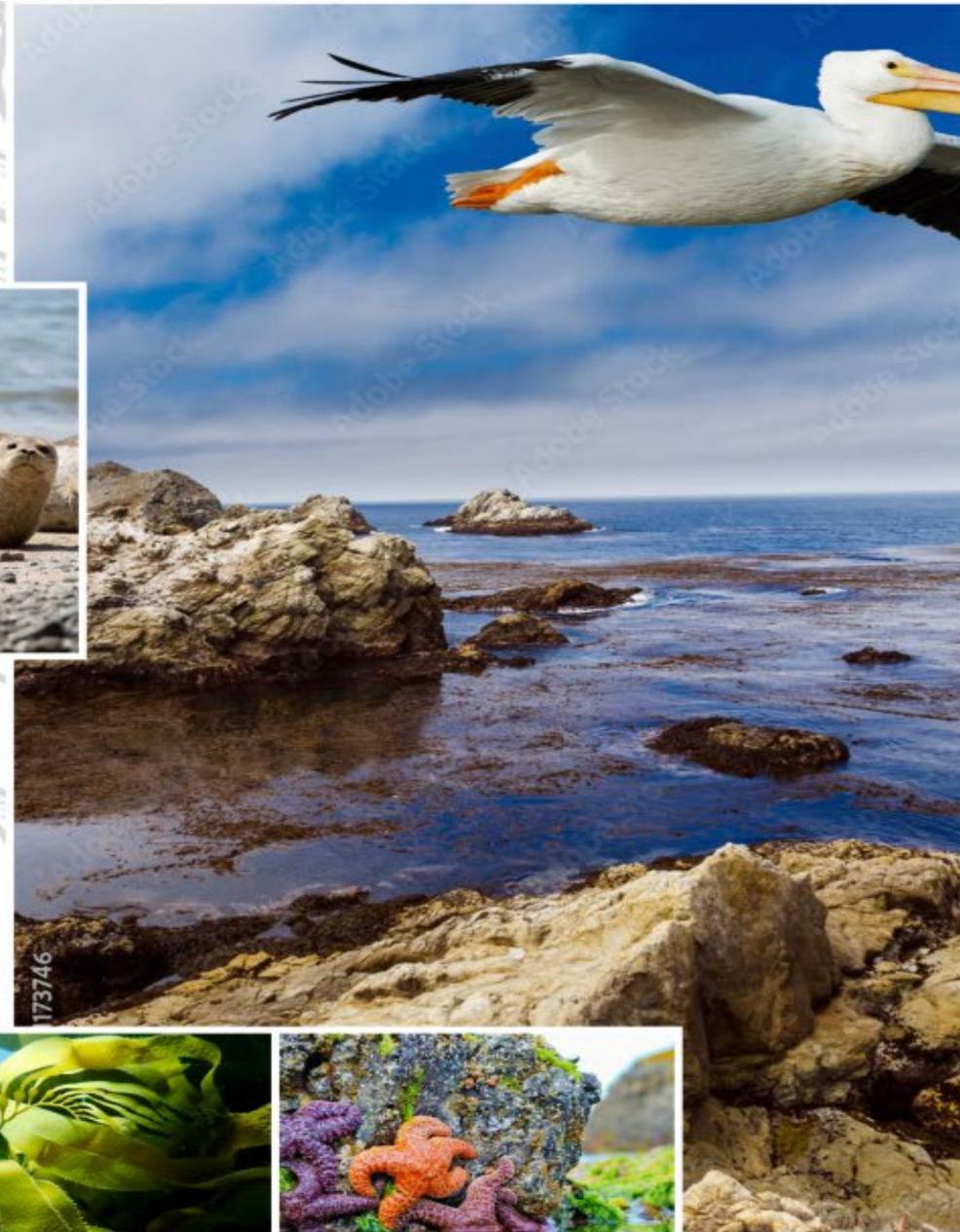
California



0 100' 200'
Scale: 1" = 100'-0" (11"x17")



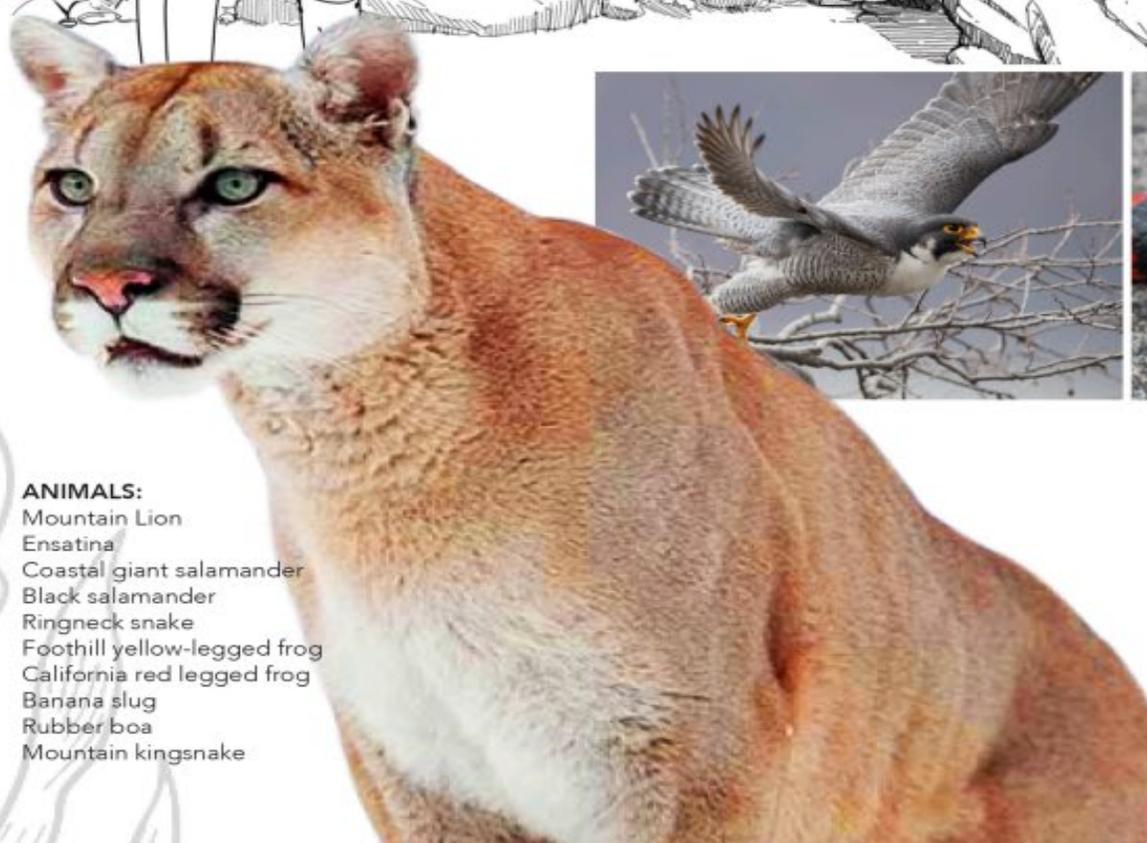
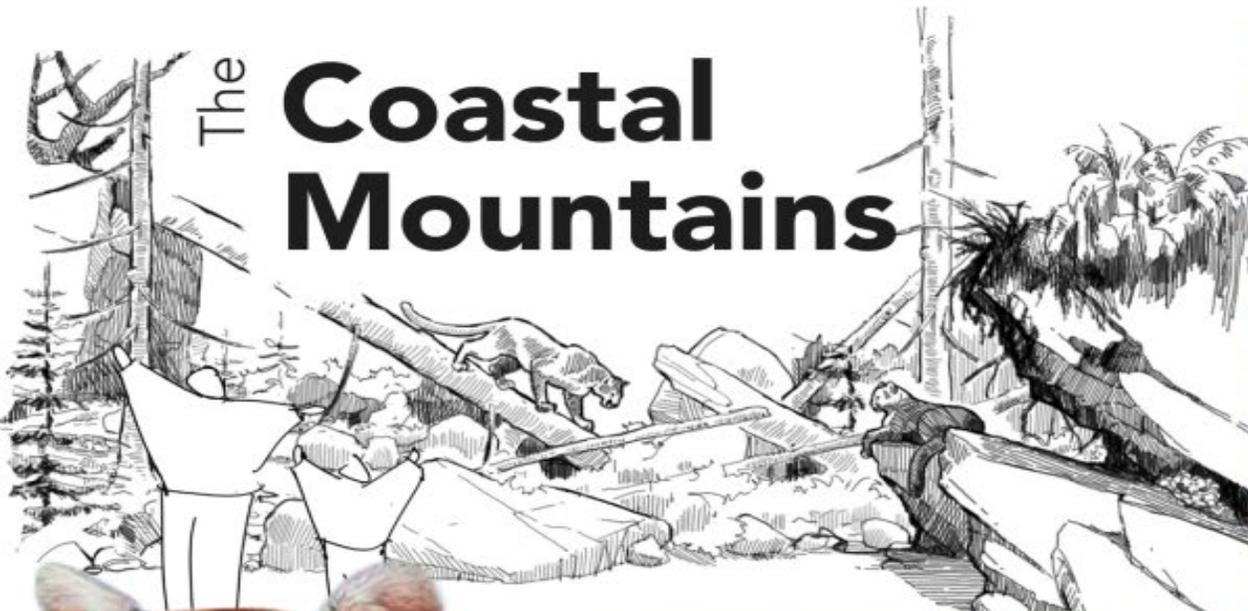
The California Coast



ANIMALS:
California sea lion
Harbor seal



The Coastal Mountains



- ANIMALS:**
Mountain Lion
Ensatina
Coastal giant salamander
Black salamander
Ringneck snake
Foothill yellow-legged frog
California red legged frog
Banana slug
Rubber boa
Mountain kingsnake

The San Joaquin Valley

Grasslands & Wetlands

ANIMALS:

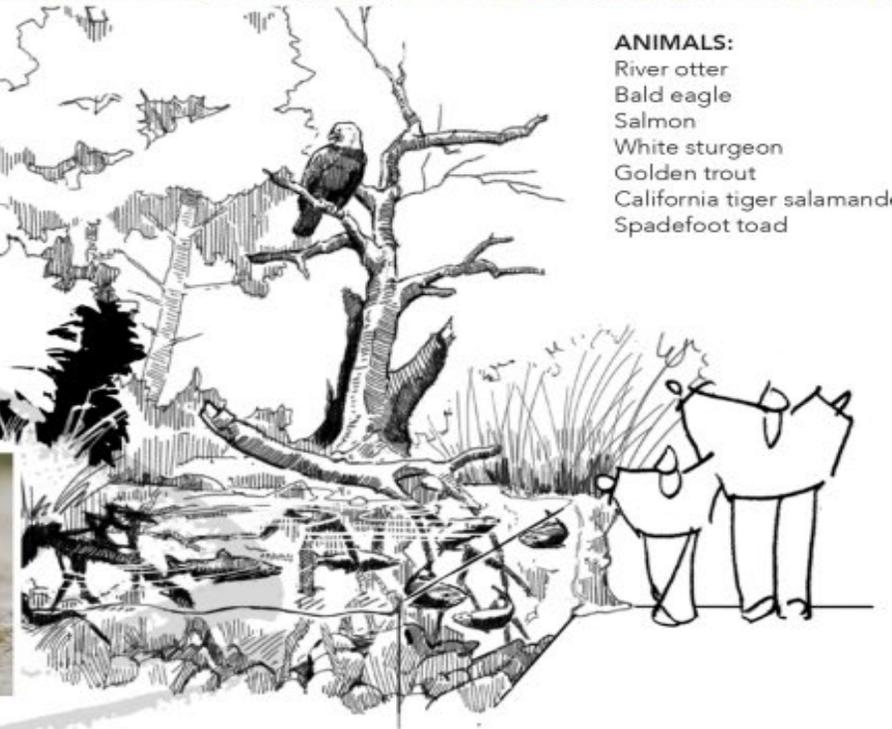
- San Joaquin kit fox
- Tricolored blackbird
- Rails
- Heron
- California black crane
- Shrike
- Western pond turtle
- Giant garter snake
- Red sided garter snake
- Red legged frog



Rivers and Streams



- ANIMALS:**
River otter
Bald eagle
Salmon
White sturgeon
Golden trout
California tiger salamander
Spadefoot toad



#111709774

The Sierra Foothills



ANIMALS:

- Wolf
- Pronghorn
- Sandhill crane
- Blunt nose leopard lizard
- Coast Horned lizard
- Kangaroo rats
- Coachwhips
- Burrowing Owl
- Grey Fox

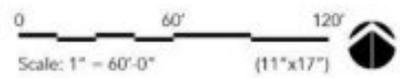
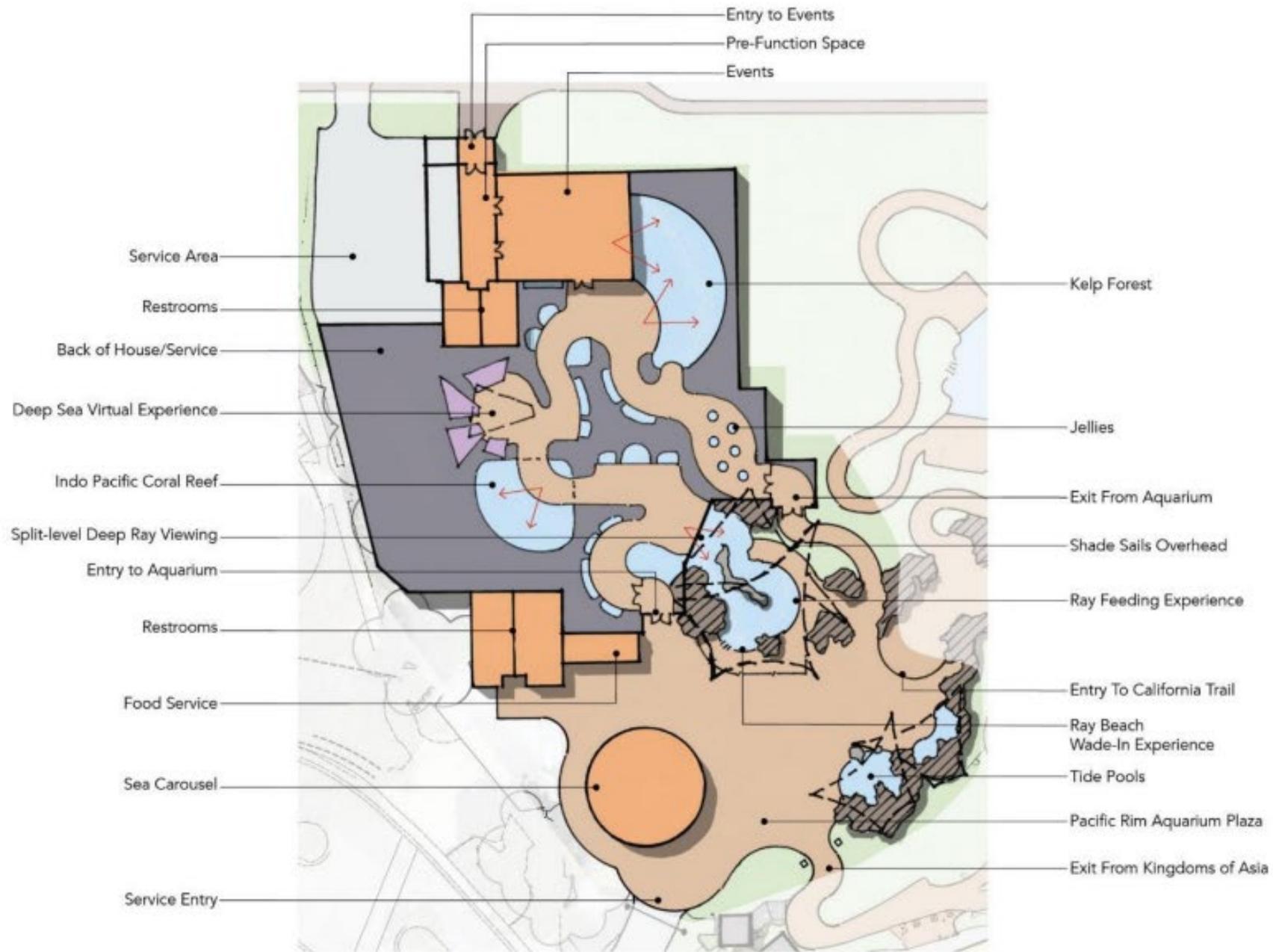




“If my soul could get away...I should follow magnetic streams to their source and follow the shores of our magnetic oceans” – John Muir

Pacific Rim Aquarium

Pacific Rim Aquarium





Kelp Forest



Sea Horses



Ray Wade-in



Jellies



*“When we try to pick out anything by
itself, we find it hitched to everything else
in the Universe” – John Muir*

Events & Education

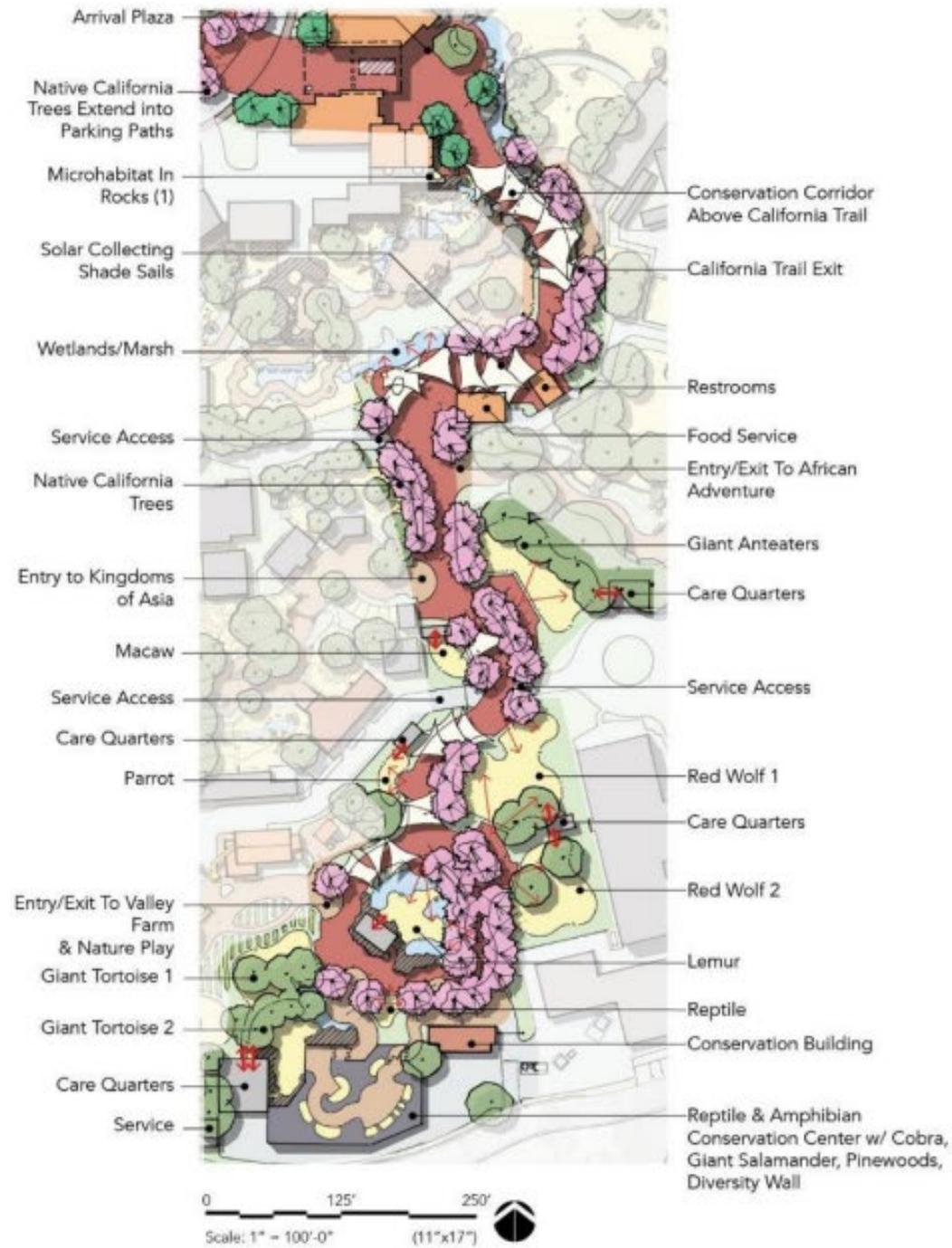
Events and Education





*“The world’s big and I want to have
a good look at it before it gets dark.”
– John Muir*

Conservation Corridor

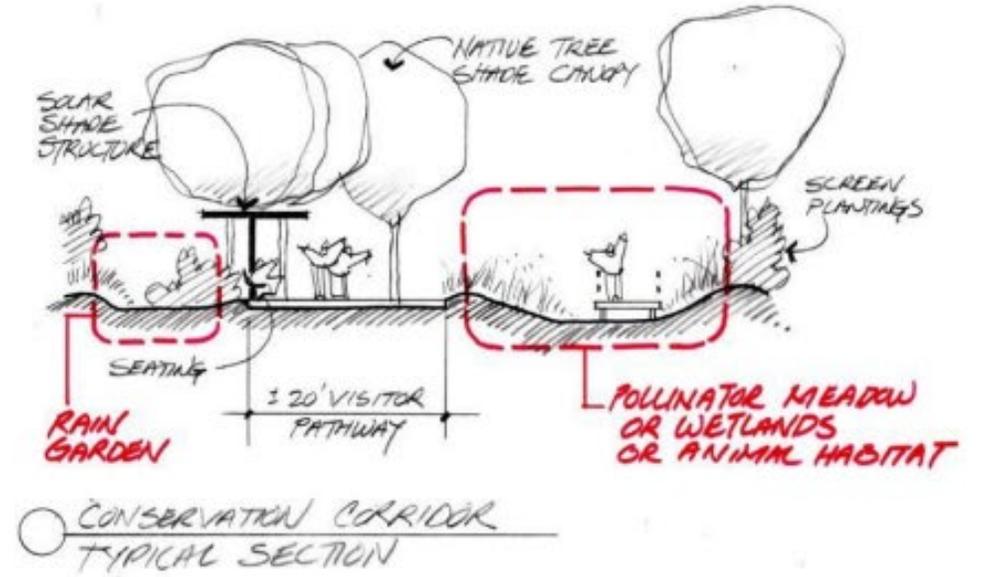


Conservation Corridor



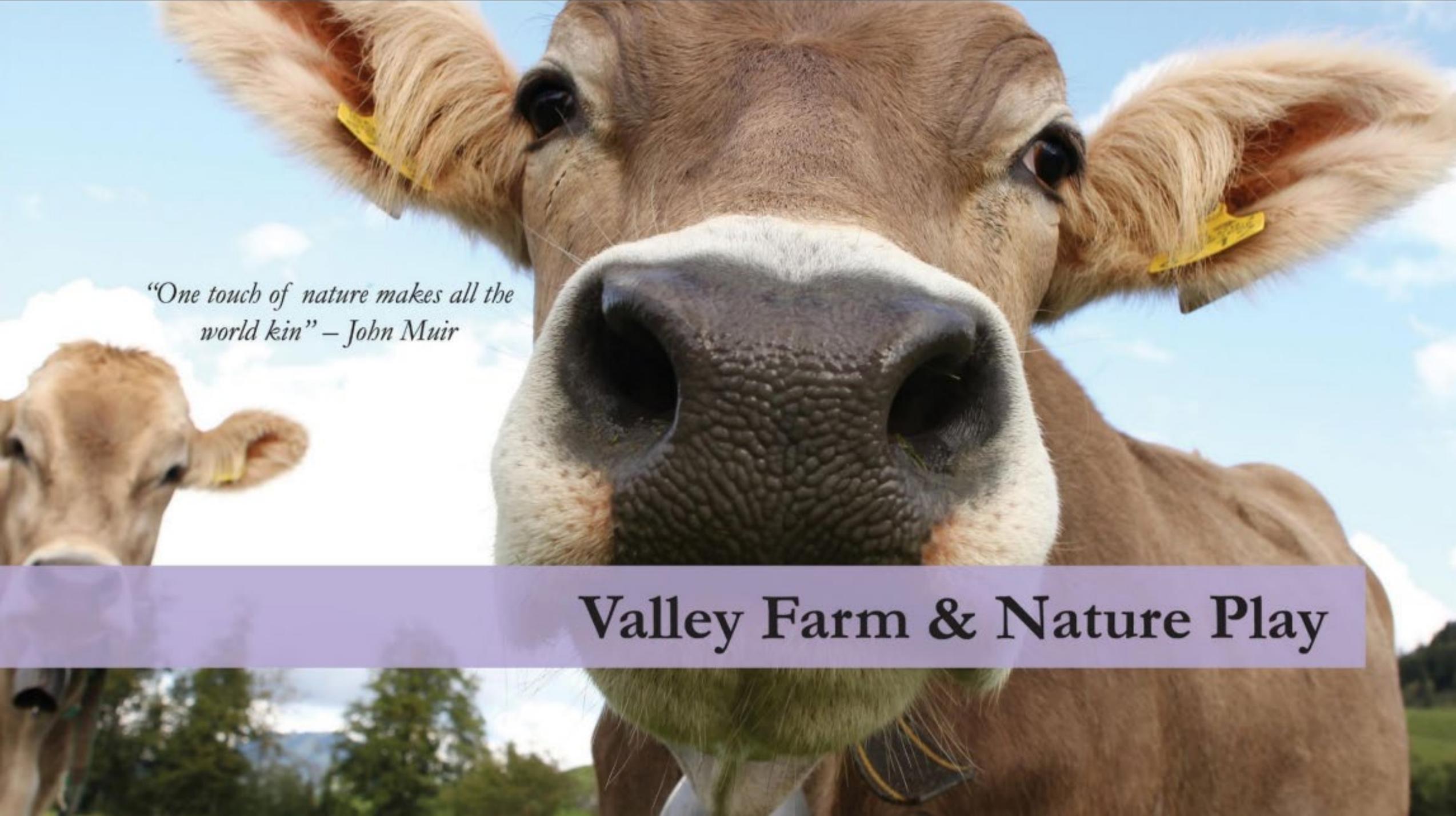


Lemur Habitat



Typical Cross Section Through Conservation Corridor



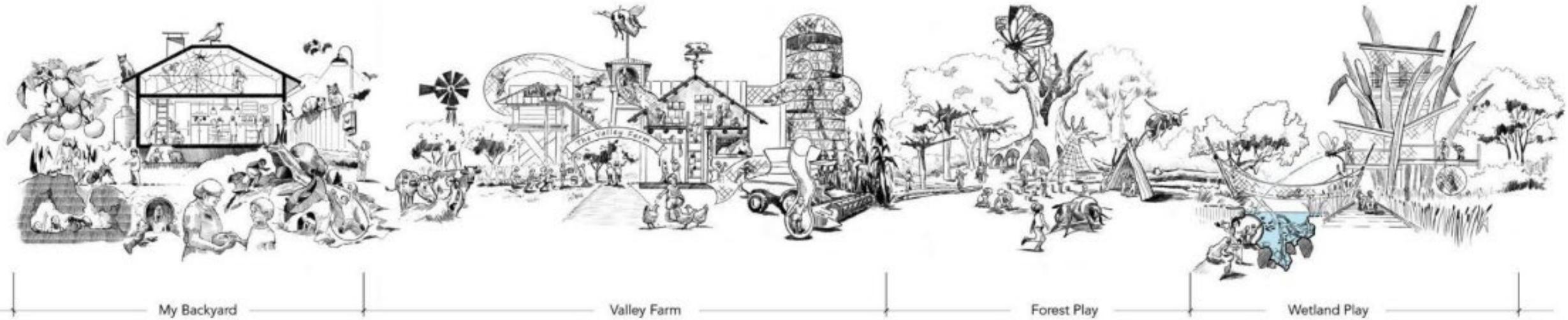


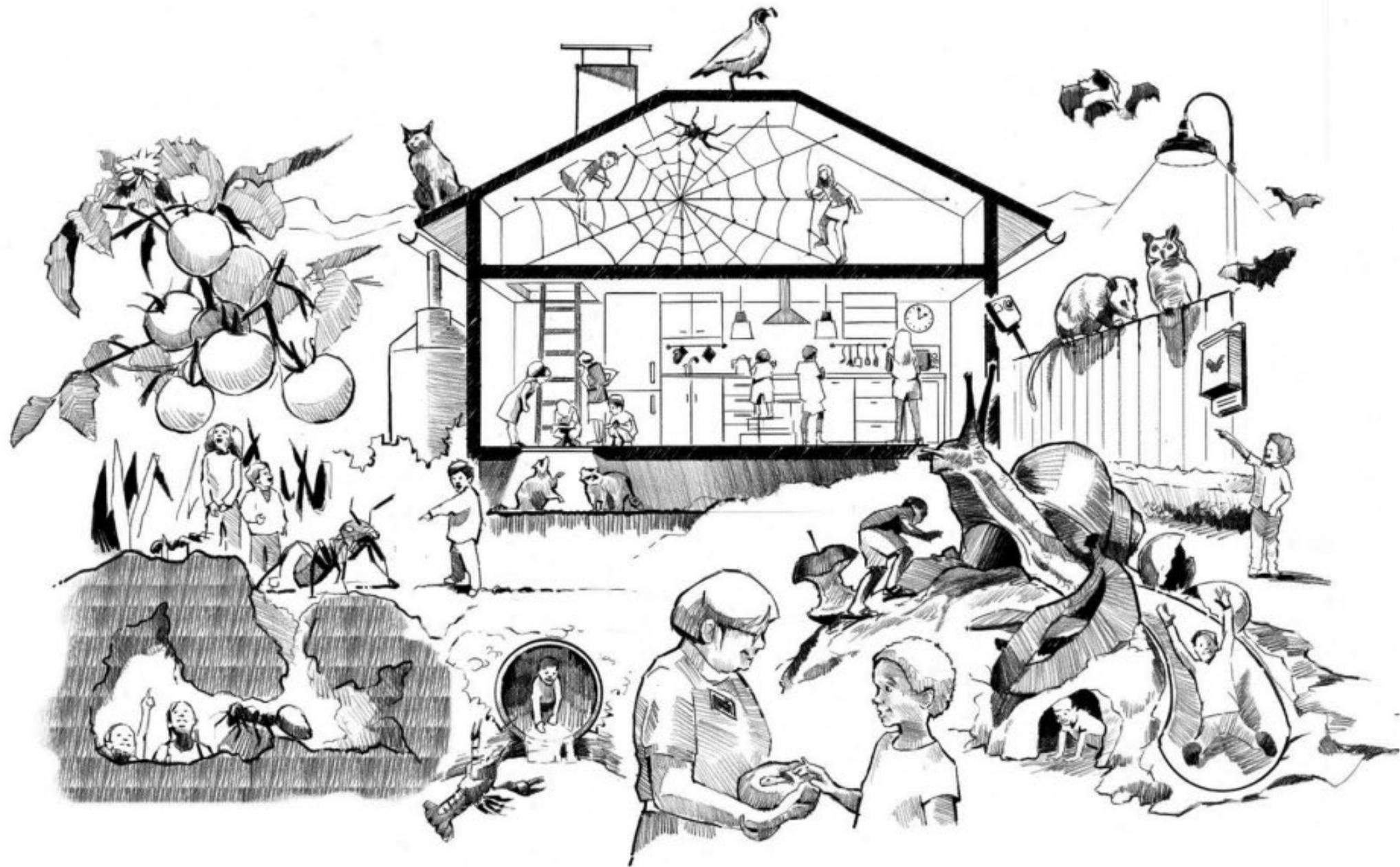
“One touch of nature makes all the world kin” – John Muir

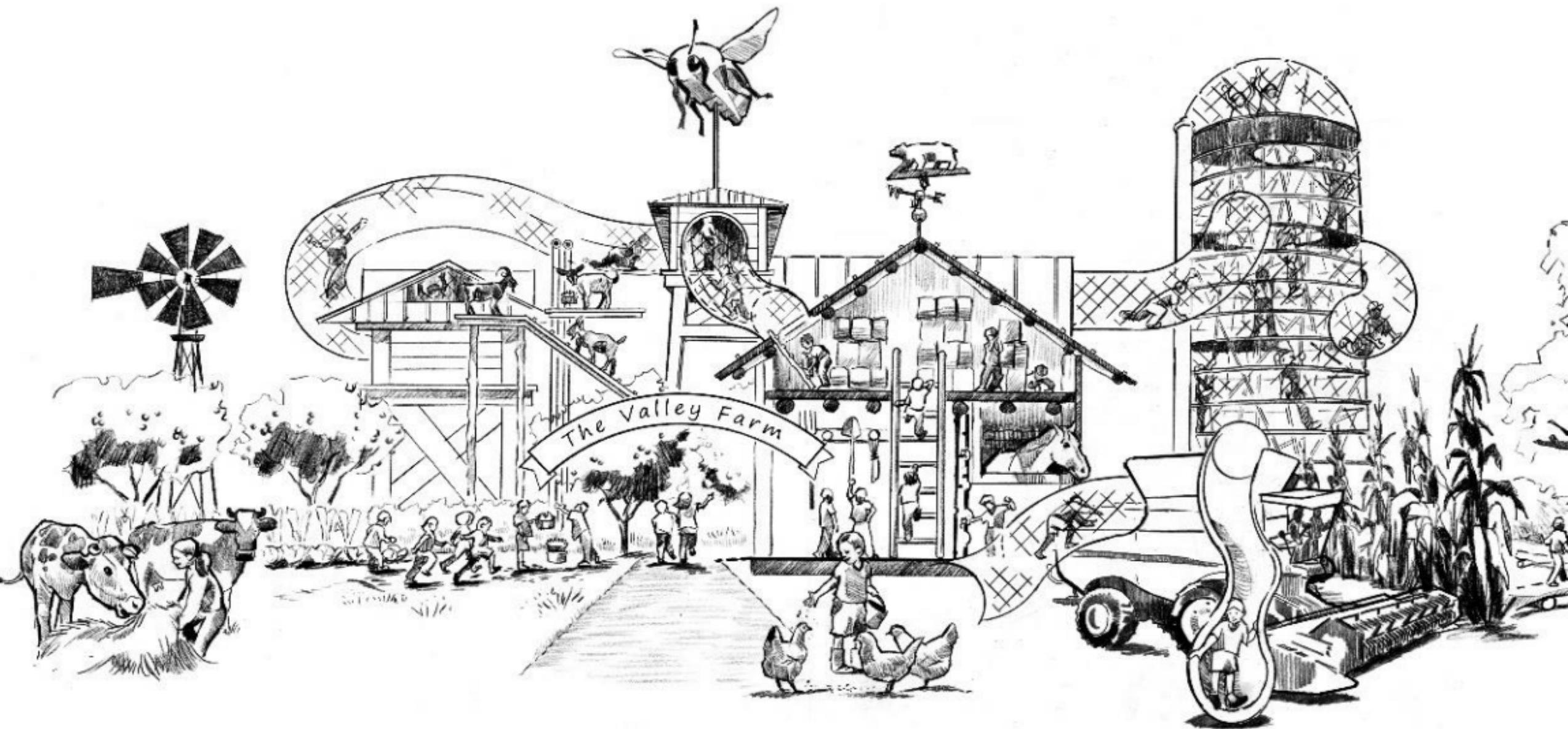
Valley Farm & Nature Play

Valley Farm and Nature Play

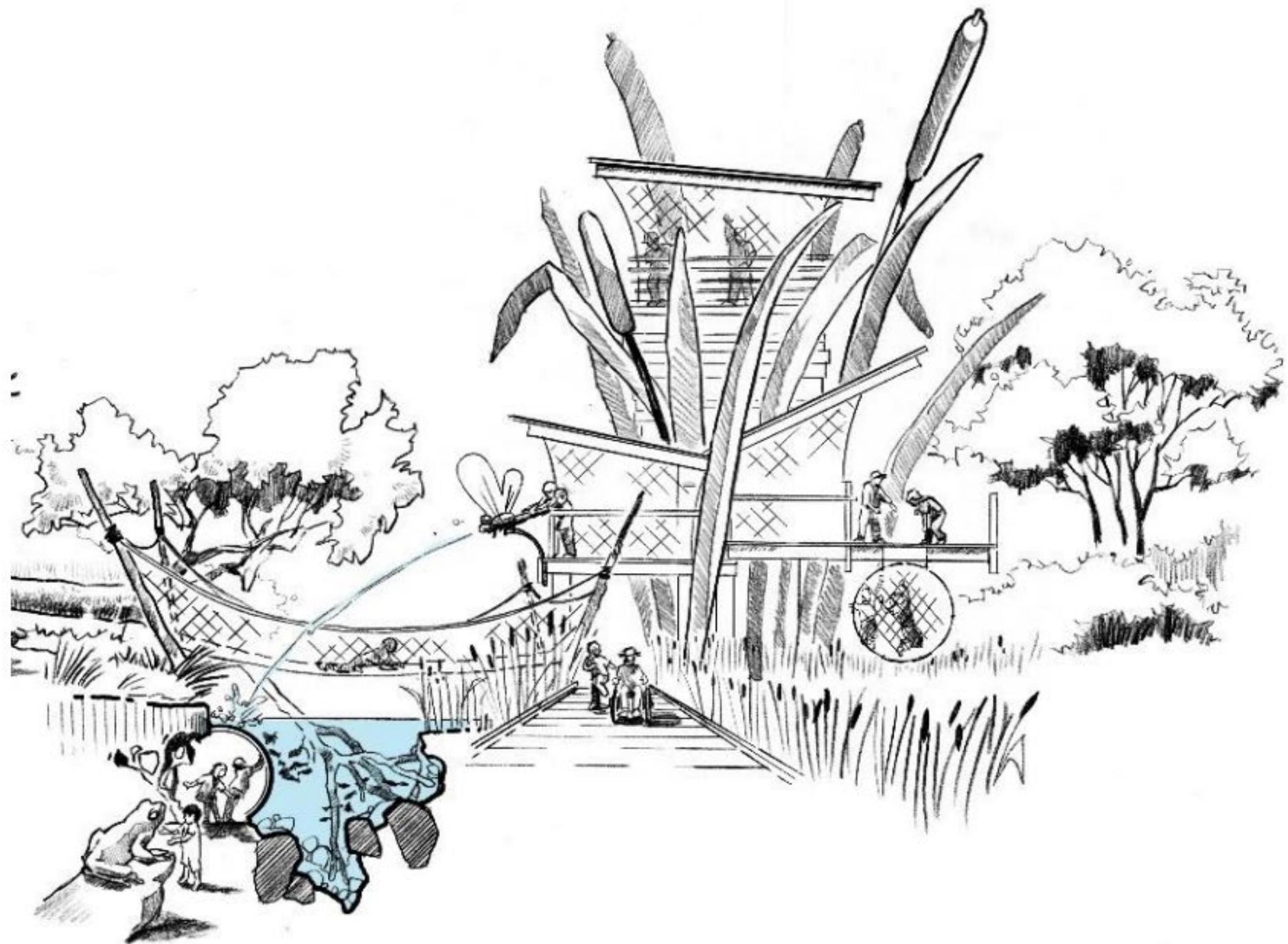








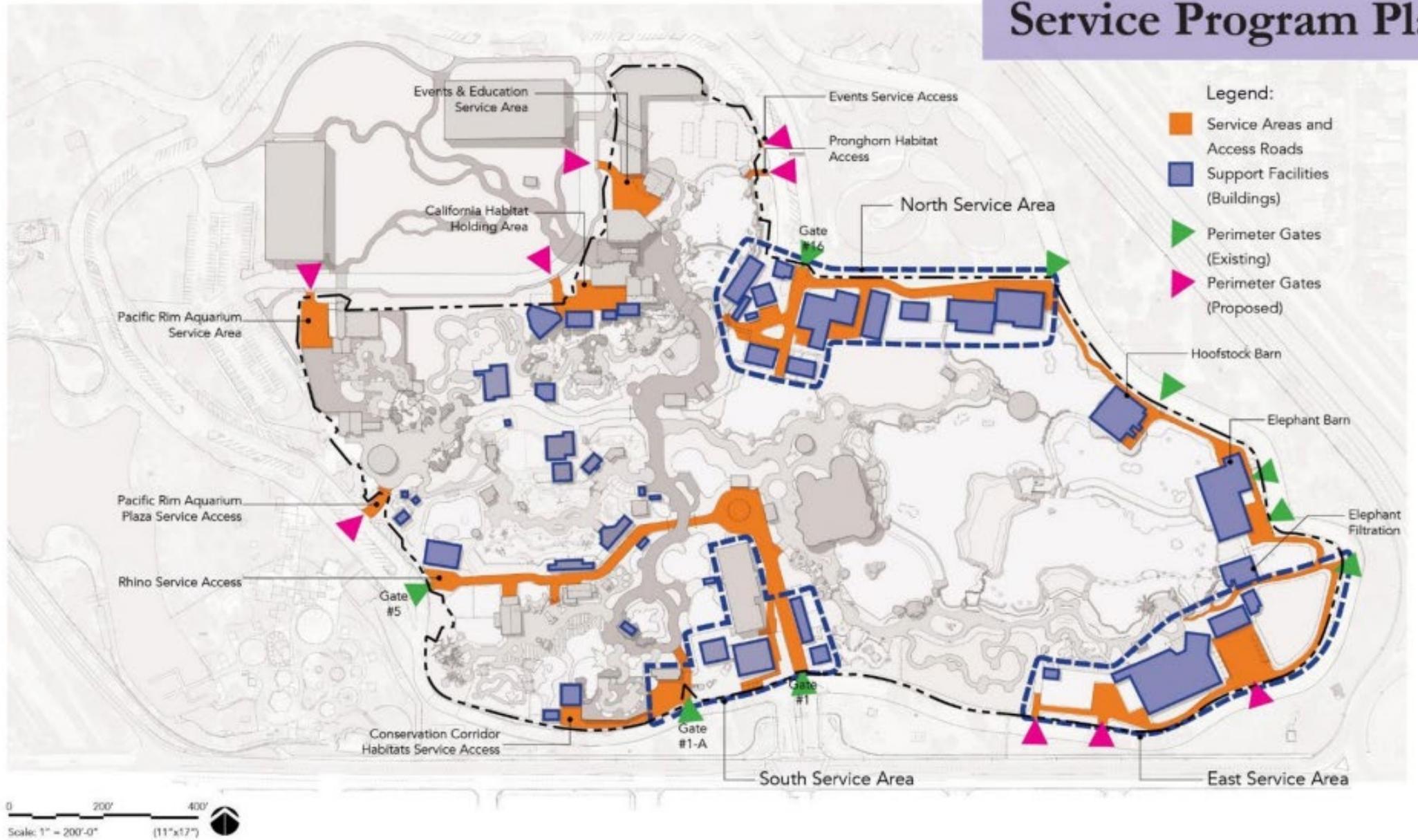




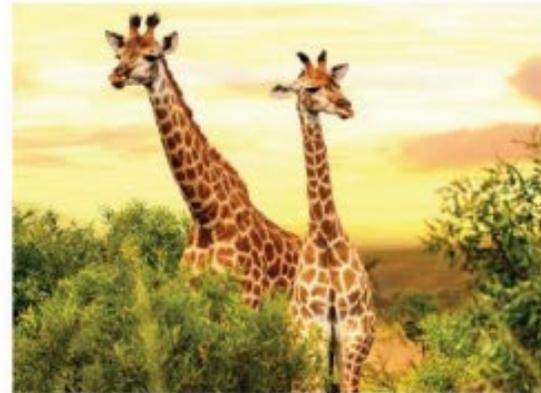
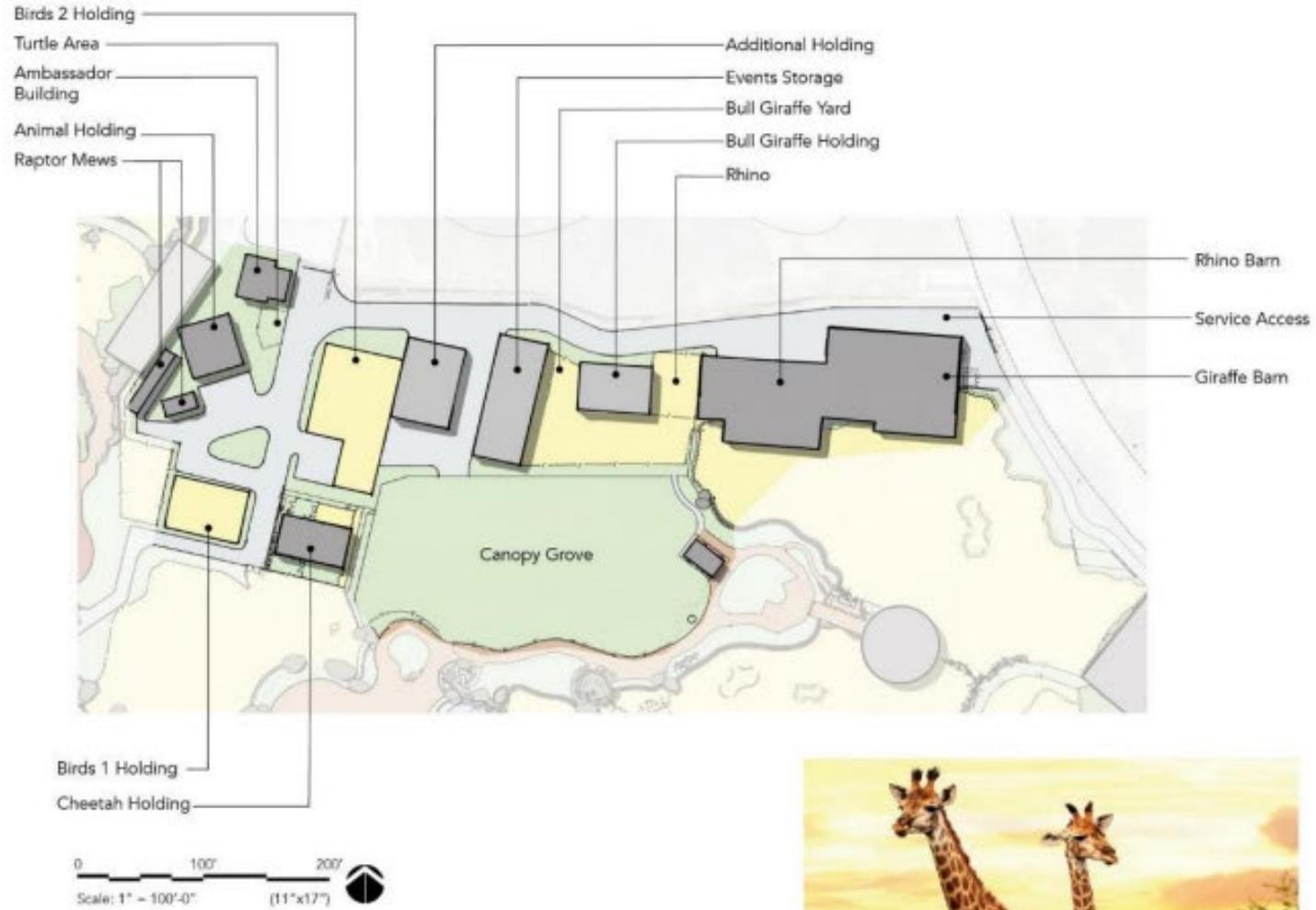


Support Facilities

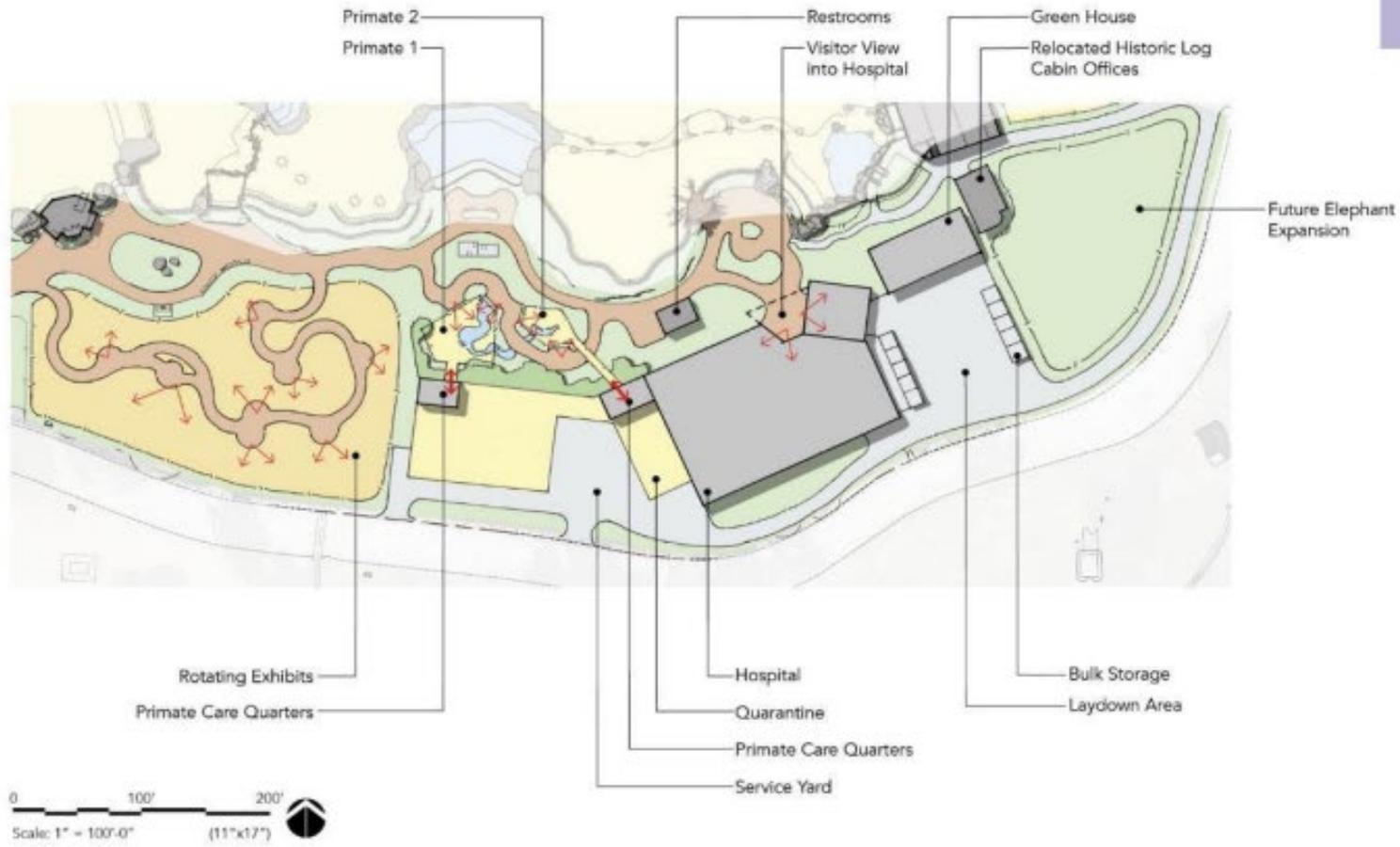
Service Program Plan



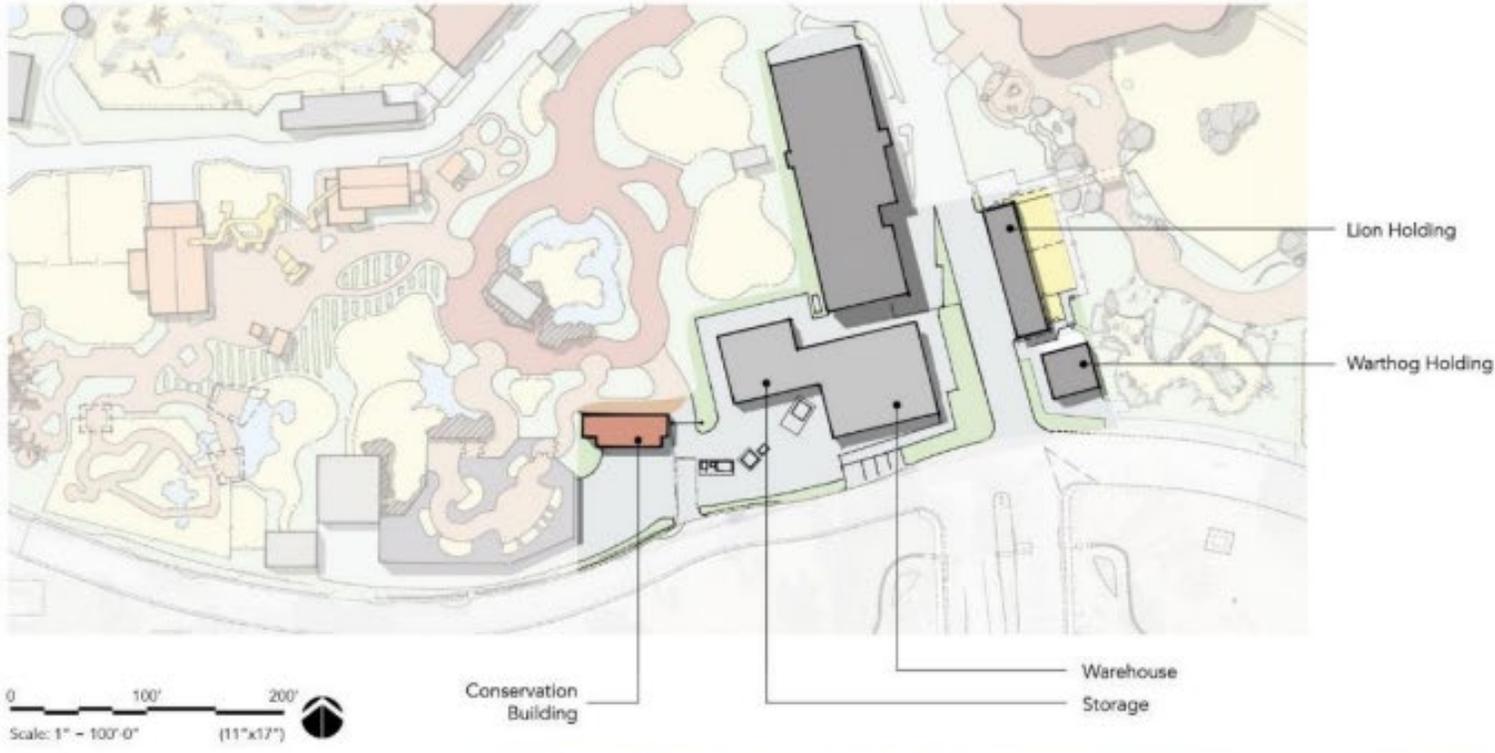
North Service Area



East Service Area



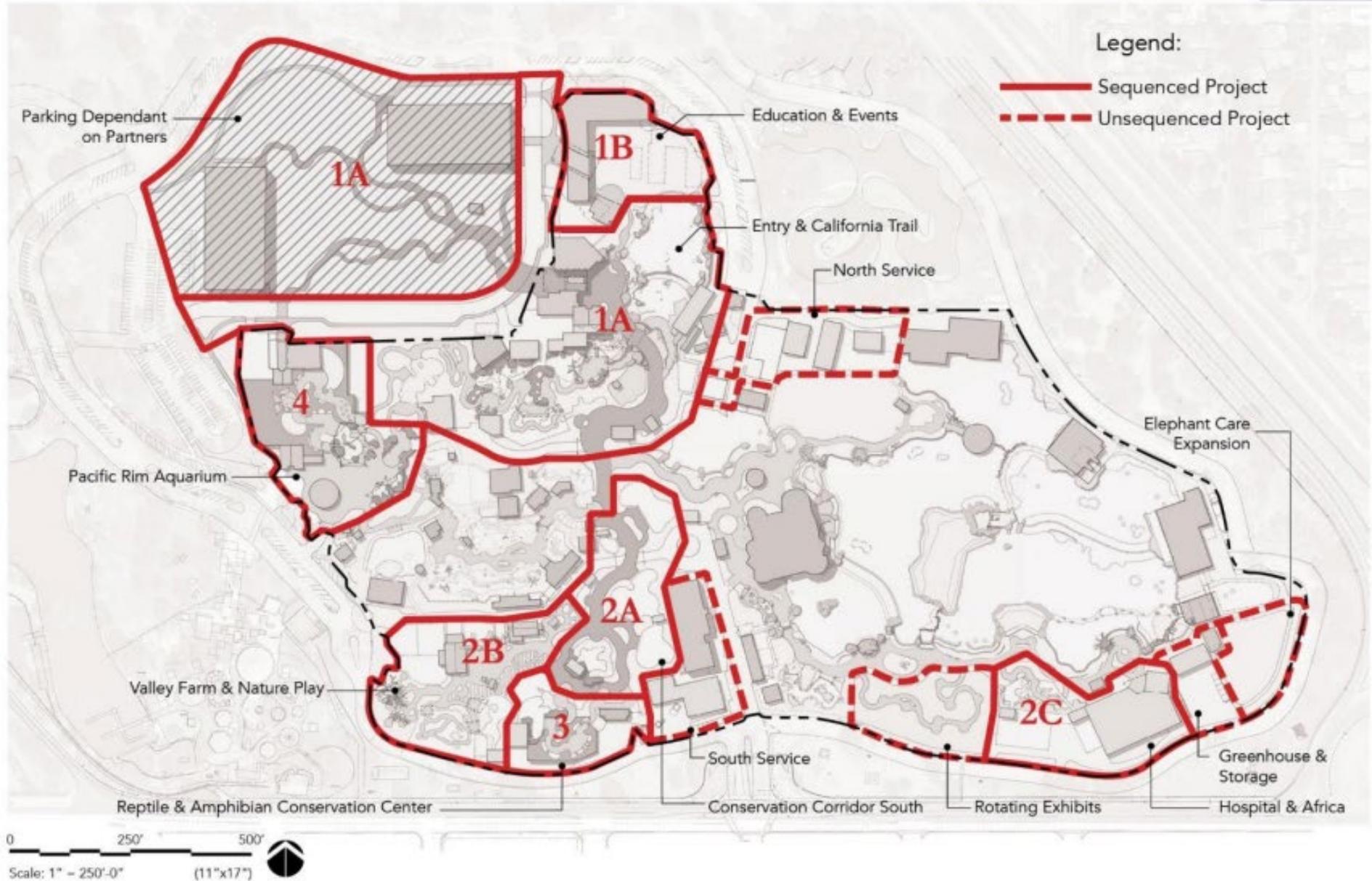
South Service Area





Making it Happen

Master Plan Projects



Master Plan





AGENDA ITEM 8

DATE: October 26, 2022

TO: Fresno County Zoo Authority Board

FROM: Nora Crow, Chief Financial Officer
Fresno Chaffee Zoo Corporation

SUBJECT: August 2022 Year-to-Date Financial Report

RECOMMENDED ACTION:

Receive Fresno Chaffee Zoo Corporation's August 2022 Year-to-Date Financial Report and September 2022 Early Insights.

ATTACHMENTS:

August 2022 Financial Report



Financial Report

August 2022 YTD

September 2022 Early Insights

Summary

August 2022

Key Takeaway: Attendance has been above budget each month,; attendance was 5,122 for summer camps; through our partnership with OneFresno & the Housing Authority 4,863 people visited the zoo year to date.

- \$10,603,568 self-generated revenue YTD (15% above budget)
- \$13,771,693 total expenses (8% below budget)
- \$3,168,125 operating deficit (less than budgeted deficit of \$5,792,016)
- \$1,921,560 operating surplus with Measure Z support (budgeted deficit of \$365,672)
- **\$9,595,161 net surplus – MZ Capital Funds, Depreciation, Investment Income/Interest**

September 2022 Key Notes:

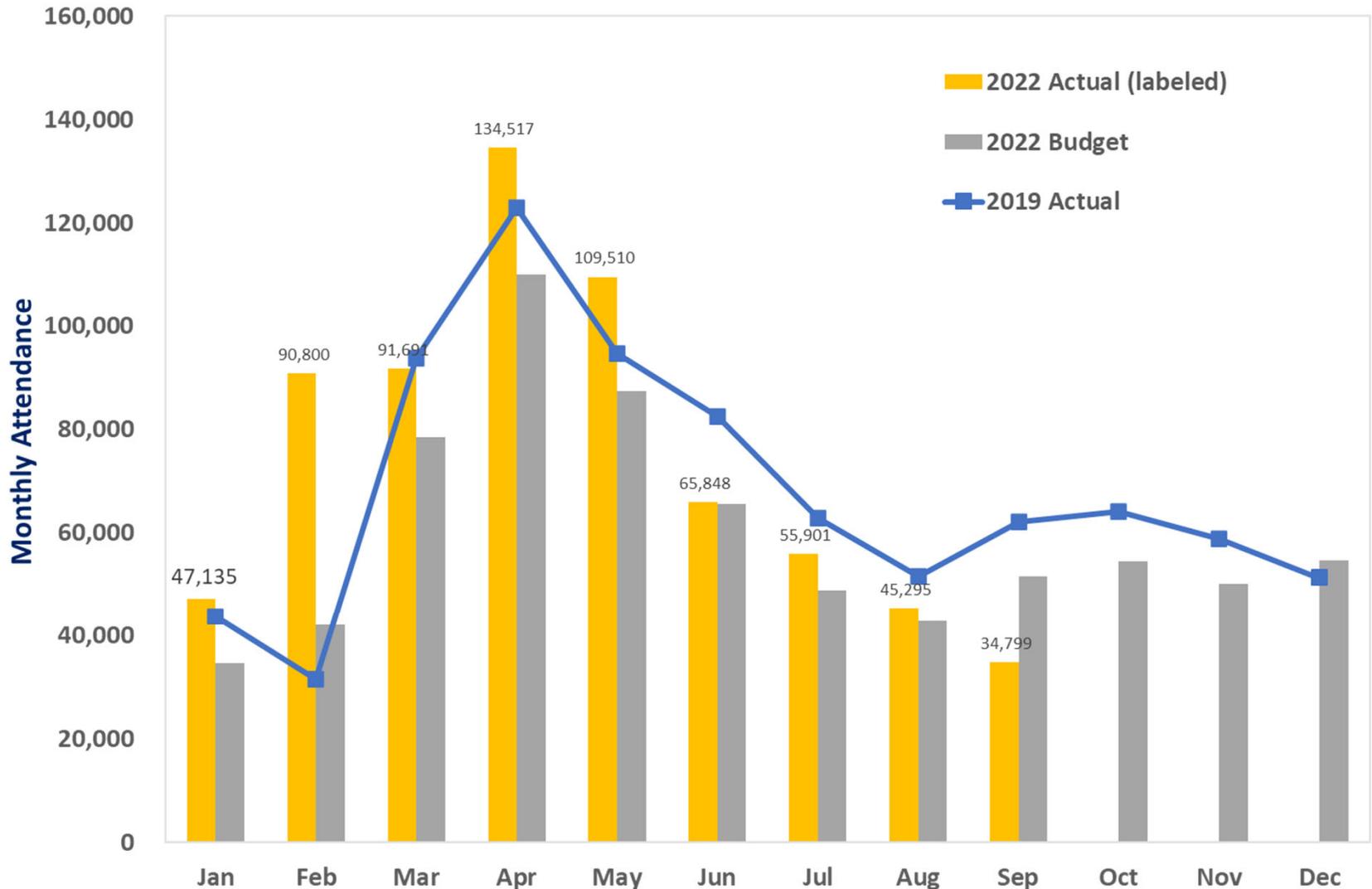
- Very early preliminary self-generated year to date revenue is \$11.1m compared to budget of \$10.m (not including interfund operational support)
- Attendance was 4,863 YTD through our partnership with OneFresno and the Housing Authority.
- Record breaking temperatures in early September of 104+ weather hampered attendance, causing September to be the first month this year to be under budget.

2022 – Attendance

August 2022 = 45,295 (88% of 2019, 106% of budget)

August 2022 YTD attendance = 640,697 (110% of 2019, 126% of budget)

September 2022 YTD attendance = 675,496 (105% of 2019, 120% of budget)



Aug '22 YTD – Variance Analysis vs. Budget

Summary	FY 22 Actual	FY 22 Budgeted	FY 22 Diff.	% Diff.	FY 21 Actual	FY 21 Diff.	% Diff.
Attendance	45,295	42,700	2,595	6%	55,488	(10,193)	(18%)
Revenue	\$10,603,568	\$9,182,005	\$1,421,563	15%	\$10,267,814	\$335,754	3%
Personnel Expenses	\$8,154,579	\$8,989,649	(\$835,070)	(9%)	\$6,520,473	\$1,634,106	25%
Other Expenses	\$5,617,113	\$5,984,372	(\$367,259)	(6%)	\$4,375,809	\$1,241,305	28%
Operations Surplus (Deficit)	(\$3,168,125)	(\$5,792,016)	\$2,623,891	45%	(\$628,468)	(\$2,539,657)	(404%)
Measure Z Operating	\$5,089,685	\$5,426,344	(\$336,659)	(6%)	\$2,046,252	\$3,043,432	149%
Operations + MZ Surplus (Deficit)	\$1,921,560	(\$365,672)	\$2,287,232	nm	\$1,417,784	\$503,775	36%
Other Non-Operating	\$7,673,602	\$543,089	\$7,130,513	nm	\$19,431,848	(\$11,758,247)	(61%)
Net Surplus (Deficit)	\$9,595,161	\$177,417	\$9,417,744	5308%	\$20,849,632	(\$11,254,471)	(54%)

Revenue - Selected Detail	FY 22 Actual	FY 22 Budgeted	FY 22 Diff.	% Diff.	FY 21 Actual	FY 21 Diff.	% Diff.
Admissions	\$3,792,175	\$3,661,867	\$130,308	4%	\$4,182,081	(\$389,906)	(9%)
Membership	\$1,706,745	\$1,452,000	\$254,745	18%	\$1,863,026	(\$156,281)	(8%)
Food Services/Gift Shop	\$1,163,268	\$1,028,786	\$134,482	13%	\$1,203,986	(\$40,718)	(3%)
Dinosaur Exhibit	\$1,108,149	\$1,236,600	(\$128,451)	(10%)	\$1,274,066	(\$165,917)	(13%)
Grants/Fundraising, ex-bequest	\$192,565	\$350,000	(\$157,435)	(45%)	\$131,682	\$60,883	46%
Bequest - unrestricted	-	nm	nm	nm	nm	nm	nm
Other	\$2,640,667	\$1,452,752	\$1,187,915	82%	\$1,612,973	\$1,027,694	64%
Revenue	\$10,603,568	\$9,182,005	\$1,421,563	15%	\$10,267,814	\$335,754	3%

Expenses - Selected Detail	FY 22 Actual	FY 22 Budgeted	FY 22 Diff.	% Diff.	FY 21 Actual	FY 21 Diff.	% Diff.
Personnel - Animal/Vet.	\$3,038,792	\$3,447,717	(\$408,925)	(12%)	\$2,773,908	\$264,884	10%
Personnel - Education	\$1,193,126	\$923,495	\$269,631	29%	\$876,252	\$316,874	36%
Personnel - Maint./Hort.	\$806,549	\$1,126,788	(\$320,239)	(28%)	\$609,952	\$196,596	32%
Personnel - Other	\$3,116,113	\$3,491,649	(\$375,536)	(11%)	\$2,260,361	\$855,752	38%
Animal Services	\$385,499	\$436,464	(\$50,965)	(12%)	\$337,606	\$47,892	14%
Dinosaur Exhibit	\$543,790	\$534,234	\$9,556	2%	\$440,990	\$102,799	23%
Utilities	\$618,968	\$627,000	(\$8,032)	(1%)	\$494,287	\$124,681	25%
Repairs & Replacements	\$304,844	\$543,763	(\$238,919)	(44%)	\$485,608	(\$180,764)	(37%)
Contracted/Prof. Services	\$981,321	\$767,855	\$213,466	28%	\$564,250	\$417,070	74%
Conservation	\$157,866	\$175,900	(\$18,034)	(10%)	\$13,053	\$144,814	1109%
Accumulated Op Ex - Other	\$2,624,826	\$2,899,156	(\$274,330)	(9%)	\$2,040,014	\$584,812	29%
Operating Expenses	\$13,771,693	\$14,974,021	(\$1,202,328)	(8%)	\$10,896,282	\$2,875,411	26%

Per Capita Spending on Grounds (1 of 3)

Price Reference

Selected Ticket Prices	Non-Member				Member			
	2022	2021	2020	2019	2022	2021	2020	2019
Adult Ticket	\$14.95	\$14.95	\$14.95	\$12.95	-	-	-	-
Child Ticket	\$8.95	\$8.95	\$8.95	\$7.95	-	-	-	-
Giraffe Feeding	\$5.00	\$5.00	\$3.00	\$3.00	\$3.00	\$3.00	\$3.00	\$3.00
Stingray Bay Admission	\$4.00	\$4.00	\$2.00	\$2.00	-	-	-	-
Stingray Bay Feeding	\$2.00	\$2.00	\$2.00	\$1.00	\$2.00	\$2.00	\$2.00	\$1.00
Adult Zoorassic Park	\$6.00	\$6.00	\$5.00	\$4.00	\$5.00	\$5.00	\$5.00	\$4.00
Child Zoorassic Park	\$5.00	\$5.00	\$4.00	\$3.00	\$4.00	\$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)

	August 2022	July 2022	June 2022	August 2021
Attendance	45,295	55,901	65,848	44,103
General Admission	25,894	29,672	33,613	27,044
Total Experience GA	11,507	12,559	13,581	7,482
Members	17,489	19,648	21,797	16,342
Programs & Events (P&E)	1,912	6,581	10,438	717
Giraffe Feeding				
Attendance	18,179	18,179	19,609	13,594
Total Experience	11,507	12,559	13,581	7,482
Revenue	\$50,059	\$62,605	\$74,761	\$65,982
Capture Rate	40%	33%	30%	31%
Capture Rate, ex. P&E	33%	29%	28%	27%
Average Revenue	\$2.75	\$3.44	\$3.81	\$4.85
Stingray Bay				
Attendance	18,758	18,758	22,121	13,034
Total Experience	11,507	12,559	13,581	7,482
Revenue	\$23,956	\$37,456	\$43,454	\$34,280
Capture Rate	41%	34%	34%	30%
Capture Rate, ex. P&E	43%	38%	40%	30%
Average Revenue	\$1.28	\$2.00	\$1.96	\$2.63
Zoorassic Park				
Attendance	19,900	19,900	22,022	20700
Total Experience	11,507	12,559	13,581	7,482
Revenue	\$55,976	\$88,237	\$102,198	\$96,062
Capture Rate	44%	36%	33%	47%
Capture Rate, ex. P&E	46%	40%	40%	48%
Average Revenue	\$2.81	\$4.43	\$4.64	\$4.64

Per Capita Spending on Grounds (3 of 3)

	August 2022	July 2022	June 2022	August 2021
General Admission	25,894	29,672	33,613	27,044
Total Experience GA	11,507	12,559	13,581	7,482
	44%	42%	40%	28%
Members	17,489	19,648	21,797	16,342
Attendance ex P&E	43,383	49,320	55,410	43,386
Giraffe	18,179	18,179	19,609	13,594
Stingray	18,758	18,758	22,121	13,034
Zoorassic	19,900	19,900	22,022	20,700
P&E attendance	1,912	6,581	10,438	717
Total attendance	45,295	55,901	65,848	44,103
Admissions	\$193,749	\$281,759	\$358,014	\$311,099
Food	\$44,014	\$60,468	\$86,481	\$64,120
Gift Shop	\$23,549	\$41,929	\$46,307	\$34,205
Giraffe	\$50,059	\$62,605	\$74,761	\$65,982
Stingray	\$23,956	\$37,456	\$43,454	\$34,280
Zoorassic	\$55,976	\$88,237	\$102,198	\$96,062
Revenue sub-total	\$391,303	\$572,454	\$711,216	\$605,748
Admissions	\$4.47	\$5.71	\$6.46	\$7.17
Food	\$1.01	\$1.23	\$1.56	\$1.48
Gift	\$0.54	\$0.85	\$0.84	\$0.79
Giraffe	\$1.15	\$1.27	\$1.35	\$1.52
Stingray	\$0.55	\$0.76	\$0.78	\$0.79
Zoorassic	\$1.29	\$1.79	\$1.84	\$2.21
Per capita (GA & members)	\$9.02	\$11.61	\$12.84	\$13.96
Admissions	\$4.28	\$5.04	\$5.44	\$7.05
Food	\$0.97	\$1.08	\$1.31	\$1.45
Gift	\$0.52	\$0.75	\$0.70	\$0.78
Giraffe	\$1.11	\$1.12	\$1.14	\$1.50
Stingray	\$0.53	\$0.67	\$0.66	\$0.78
Zoorassic	\$1.24	\$1.58	\$1.55	\$2.18
Per capita (all attendance)	\$8.64	\$10.24	\$10.80	\$13.73

FCZC Balance Sheet – August 2022

	August 2022	August 2021
ASSETS		
Current Assets		
Cash	\$3,067,678	\$6,452,567
Short Term Investments-Retention	\$2,565,720	\$1,553,002
Accounts Receivable	\$6,046,992	\$6,262,648
Prepaid Expenses	\$152,103	\$88,759
Total Current Assets	\$11,832,493	\$14,356,977
Other Assets		
Long Term Investments	\$17,115,978	\$15,273,479
Buildings, Equipment, Vehicles, and Furniture (net)	\$4,009,512	\$3,803,521
Exhibits	\$56,229,894	\$56,769,211
Construction in Progress	\$49,468,678	\$32,573,292
Goodwill	\$74,026	\$84,601
Total Other Assets	\$126,898,088	\$108,504,105
TOTAL ASSETS	\$138,730,581	\$122,861,082
LIABILITIES AND NET ASSETS		
Liabilities		
Accounts Payable and Accrued Liabilities	\$3,101,872	\$5,749,755
Deferred Revenue	\$1,263,858	\$1,216,062
Loan Account PPP	\$0	\$1,853,770
Retention Payable	\$2,601,676	\$1,774,688
Long-Term Liabilities	\$91,376	\$243,779
Total Liabilities	\$7,058,782	\$10,838,054
Net Assets		
Fund Balance-Without donor restriction	\$120,823,228	\$110,970,632
Fund Balance-With donor restriction	\$966,039	\$961,610
Fund Balance-Permanently Restricted	\$75,844	\$90,785
Fund Balance-Board Designated	\$9,806,688	\$0
Total Net Assets	\$131,671,799	\$112,023,028
TOTAL LIABILITIES AND NET ASSETS	\$138,730,581	\$122,861,082

FCZC Balance Sheet – September 2022

	September 2022	September 2021
ASSETS		
Current Assets		
Cash	\$2,843,739	\$3,652,461
Short Term Investments-Retention	\$2,627,007	\$1,688,488
Accounts Receivable	\$4,592,137	\$6,665,402
Prepaid Expenses	\$152,103	\$123,866
Total Current Assets	\$10,214,988	\$12,130,217
Other Assets		
Long Term Investments	\$17,115,978	\$17,843,071
Buildings, Equipment, Vehicles, and Furniture (net)	\$4,038,848	\$3,770,497
Exhibits	\$56,229,894	\$56,428,883
Construction in Progress	\$49,477,788	\$35,284,987
Goodwill	\$74,026	\$83,640
Total Other Assets	\$126,936,534	\$113,411,078
TOTAL ASSETS	\$137,151,521	\$125,541,296
LIABILITIES AND NET ASSETS		
Liabilities		
Accounts Payable and Accrued Liabilities	\$2,184,580	\$6,141,369
Deferred Revenue	\$1,304,004	\$1,227,893
Loan Account PPP	\$0	\$1,853,770
Retention Payable	\$2,601,676	\$1,938,746
Long-Term Liabilities	\$91,376	\$243,779
Total Liabilities	\$6,181,636	\$11,405,558
Net Assets		
Fund Balance-Without donor restriction	\$120,115,017	\$113,070,509
Fund Balance-With donor restriction	\$971,337	\$977,476
Fund Balance-Permanently Restricted	\$75,844	\$87,753
Fund Balance-Board Designated	\$9,807,688	\$0
Total Net Assets	\$130,969,885	\$114,135,738
TOTAL LIABILITIES AND NET ASSETS	\$137,151,521	\$125,541,296

DRAFT – subject to
final month-end
adjustments



AGENDA ITEM 9

DATE: October 26, 2022

TO: Fresno County Zoo Authority Board

FROM: Jon Forrest Dohlin, Chief Executive Officer
Fresno's Chaffee Zoo Corporation

SUBJECT: Completed Projects Remaining Funds

RECOMMENDED ACTION:

Receive and approve request from Fresno's Chaffee Zoo Corporation to release remaining Measure Z budgeted funds from the Mixed Species Demolition in the total amount of \$1,727.50.



AGENDA ITEM 10

DATE: October 26, 2022

TO: Fresno County Zoo Authority Board

FROM: Jon Forrest Dohlin, Chief Executive Officer
Fresno's Chaffee Zoo Corporation

SUBJECT: African River Design Remaining Funds

RECOMMENDED ACTION:

Receive and approve request from Fresno Chaffee Zoo Corporation to release remaining Measure Z budgeted funds from the African River Design in the amount of \$2,830,342.30.

DISCUSSION:

In February 2021, the design progress on African River was temporarily halted to allow for the ZooCorp to go through its Purpose Plan process, which included a reevaluation of the Master Plan. Upon completion of the Master Plan, and with approval from its Board of Directors on September 8, 2022, ZooCorp has moved to further suspend design work on the African River Exhibit. Below are the key reasons for this decision:

1. The addition of African River to the greater African Adventure exhibit space enhances an already excellent exhibit experience. Allocation of financial resources to this area would impede ZooCorp's ability to address aged infrastructure and outdated exhibit spaces in the immediate future.
2. This project ignores immediate needs of the Zoo that were identified through the Purpose Plan process:
 - a. Better entry flow for guests
 - b. Enhanced circulation paths throughout the Zoo
 - c. Replacement of older exhibit spaces that are no longer in compliance with current animal care, wellbeing and husbandry standards as set forth by the AZA
3. First proposed exhibit on the Master Plan is a new Entry & California-centric exhibit highlighting the diverse flora and fauna of our home state. The Entry would address many of the bottleneck issues currently experienced by guests today. The California exhibit would be a unique mission-centric collection of species habitats amongst AZA institutions, and one that celebrates the history and ecosystems of our State and Valley. Allocation of financial resources to African River would prohibit us from moving forward with this combined project in a meaningful way for several years.

Upon suspension of this design work, ZooCorp would retain rights and ownership of all progress made on the exhibit design to date allowing work to resume on the project at such a time deemed appropriate by ZooCorp management and its Board of Directors.



AGENDA ITEM 11

DATE: October 26, 2022

TO: Fresno County Zoo Authority Board

FROM: Jon Forrest Dohlin, Chief Executive Officer
Fresno Chaffee Zoo Corporation

SUBJECT: Request Retention Release for Studio Hanson Roberts for African River

RECOMMENDED ACTION:

Approve and authorize release of retention withheld on design work provided by Studio Hanson Roberts related to African Rivers Exhibit (\$11,956.50).

DISCUSSION:

In accordance with the Retention Policy Adopted September 30, 2015, and Revised January 30, 2019, retention of 5% was withheld on the Developed Design work phase provided by Studio Hanson Roberts as related to the African Rivers Exhibit capital project. The total contract for this phase was \$797,100, of which \$239,130 has been completed to date. Total retention related to this phase is \$11,956.50.

ZooCorp, with the approval of its Board of Directors, has decided to suspend progress on the African Rivers Exhibit until further notice. As such, ZooCorp believes it prudent to remit the withheld retention of \$11,965.50. Therefore, we are requesting release of the stated retention.

Fresno's Chaffee Zoo Corporation Board of Directors approved this request at a previous meeting.

ATTACHMENTS:

Studio Hanson Roberts Invoice



Planning & Design for Wild **Life**

28 February 2021

Scott Barton, Chief Executive Officer
Jesse Santiago, Project Manager
Fresno Chaffee Zoo
894 West Belmont Avenue
Fresno, California 93728

Fresno Chaffee Zoo – African Rivers Exhibit
Invoice Number 12 - 210228

Invoice Period: 1 December 2020 – 28 February 2021

Professional Services Fees:

<u>Service Description:</u>	<u>Fee Subtotal</u>	<u>% Complete</u>	<u>Fee Earned</u>
Concept Design	USD 100,400.00	100%.....	USD 100,400.00
Schematic Design (20% per month)	USD 480,250.00	100%.....	USD 480,250.00
Developed Design (15% per month).....	USD 797,100.00	30%.....	USD 239,130.00
Construction Documents.....	USD 1,089,000.00	0%.....	USD 0.00
Bidding.....	USD 76,700.00	0%.....	USD 0.00
Construction Administration	USD 690,400.00	0%.....	USD 0.00

Total Fee: USD 3,233,850.00

Total Professional Services completed to Date USD 819,780.00

Amount Previously Invoiced: (USD 819,780.00)

Subtotal Professional Services Fees Due this Invoice: **USD 0.00**

Retention Release:

30% Schematic Design Retention

USD 239,130.00	5%.....	USD 11,956.50
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Retention Release Due this Invoice: **USD 11,956.50**

Total Amount Due this Invoice: **USD 11,956.50**

Instructions for Wiring Funds to *Studio Hanson|Roberts*:

Studio Hanson/Roberts, c/o Bank of America, 1200 Hildebrand Lane, Bainbridge Island Washington, 98110 USA

VP|Client Manager: Blayre Stephenson , telephone: 001.1 800 852-5000 ex 8229

Email: Blayre.Stephenson@baml.com

Bank of America Routing #: 125000024; Account #: 60147105; Wire Transfer: ABA 026 009 593; Swift Code: BOFAUS3N

250 Madrona Way N. E. #220
Bainbridge Island, WA 98110, USA

tel | + 1.206.842.8332

fax | + 1.206.842.8326

www.studio-hansonroberts.com