



FRESNO COUNTY ZOO AUTHORITY

AGENDA

9:00 AM, Wednesday, May 29, 2019

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

1. Call to Order
2. Adopt Agenda
3. 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.
4. 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 February 27, 2019
 - b. Review and approve payment of County of Fresno invoice for Professional and Specialized Services in the amount of \$38,771.26 for January, February, March and April 2019
 - c. Receive Treasurer's Reports for January, February, March, the Quarter ended March 31, and April 2019
5. Present certificate to Gerald Lyles for 14 years of service as a member of the Zoo Authority Board

6. Fresno Chaffee Zoo Director's report
7. Receive Fresno's Chaffee Zoo Corporation Financial report for January, February and March 2019
8. Approve and authorize the estimated revenues and appropriations for the 2019-20 budget year
9. Receive staff reports
10. Approve next meeting date Dates include:
 - Wednesday, June 26, 2019
 - Wednesday, July 31, 2019
 - Wednesday, August 28, 2019
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, February 27, 2019

**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 9:10 AM. A QUORUM WAS PRESENT, INCLUDING CHAIRMAN ROMAN AND MEMBERS TOSTE, STRATFORD, AND ARIAS. MEMBERS HERZOG, LYLES, WATERHOUSE WERE ABSENT.

2. Adopt Agenda

MEMBER ARIAS MOVED TO ADOPT THE AGENDA. SECONDED BY MEMBER TOSTE, THE MOTION PASSED UNANIMOUSLY.

3. 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.

4. 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 January 30, 2019

b. Review and approve payment of County of Fresno invoice for Professional and Specialized Services in the amount of \$15,347.94 for December 2018 and January 2019

c. Receive Treasurer's Reports for January 2019

MEMBER TOSTE MOVED FOR APPROVAL OF THE CONSENT CALENDAR. SECONDED BY MEMBER ARIAS. THE MOTION PASSED UNANIMOUSLY.

5. Receive Fresno Chaffee Zoo Director's report

RECEIVED. DEPUTY DIRECTOR AMOS MORRIS REPORTED. 50 PERCENT INCREASE IN RAIN DAYS IN JANUARY AND FEBRUARY COMPARED TO THIS TIME LAST YEAR. THIS AFFECTED BUDGETED ATTENDANCE BY 31 PERCENT. THEY ARE BEHIND BECAUSE OF RAIN DAYS. A YOUNG AFRICAN ELEPHANT PASSED AWAY. STILL WAITING FOR PATHOLOGY. BABY MALE WHITE RHINO BORN. ASKING GUESTS TO PROVIDE A NAME. TWO CATS BORN. NEW WARTHOG EXHIBIT OCCUPANCY PERMITS TODAY. HOPE TO BE OPEN TO PUBLIC IN MARCH. BIRD SHOW WITH NEW STAFF A COUPLE WEEKS AGO.

MEMBER TOSTE REQUESTED THAT DIRECTOR SCOTT BARTON ATTEND MEETINGS.

6. Approve Fresno's Chaffee Zoo Corporation fiscal year 2019 Measure Z Operating funds totaling \$5,059,730 for the reimbursement of Animal and Veterinary Salary and Benefits, Animal Food and Services, Exhibit Maintenance and Renovations, Water Quality Supplies, Utilities, and Bank Fees to wire reimbursement funds to the Zoo.

CHIEF FINANCIAL OFFICER TREATCH REPORTED ON THE FISCAL YEAR 2019 MEASURE Z OPERATING FUNDS REIMBURSEMENT REQUEST.

MEMBER ARIAS MOVED FOR APPROVAL OF THE REQUEST. SECONDED BY MEMBER TOSTE. THE MOTION PASSED UNANIMOUSLY.

7. Review and accept the Treasurer's revenue projection comparison between the Authority's Measure Z revenue projections and the Zoo Corp's Measure Z revenue projections.

TREASURER REYNOSO REPORTED ON THE JANUARY 2019 MEETING REGARDING THIS COMPARISON. TREASURER'S REVENUE PROJECTS WERE CONSERVATIVE AND BELIEVE ZOO CORP'S PROJECTIONS ARE MORE ACCURATE. MEMBER TOSTE AGREED THAT IT IS BEST TO PROJECT CONSERVATIVELY AND USE ACTUAL FIGURES WHEN AVAILABLE. TREASURER AGREED TO INCORPORATE A SIX-MONTH RE-FORECAST IN THE MIDDLE OF THE BUDGET NEXT YEAR.

MEMBER ARIAS REQUESTED INFORMATION REGARDING FUNDS ON RESERVE AND ASKED HOW MUCH HAS NOT BEEN DISTRIBUTED. REPORT SHOWS \$33 MILLION OBLIGATED FOR CAPITAL PROJECTS AND \$7 MILLION FOR OPERATING COSTS. ARIAS ASKED IF THERE IS A RESERVE POLICY AND AT WHAT POINT IS \$7 MILLION, \$10 MILLION, \$12 MILLION TOO MUCH TO RETAIN? THAT DISCUSSION HAS NOT OCCURRED. MEMBER ARIAS RECOMMENDED TO HAVE THE DISCUSSION.

7a. Addendum to discuss hiring Catherine Crosby on a short-term basis after the date of her retirement, as needed, for training and assistance during the transition of the new Board Coordinator.
DISCUSSED.

MEMBER ARIAS MOVED TO DIRECT STAFF TO EXPLORE BRINGING MS. CROSBY BACK AS A PART-TIME RETIREE AND BRING BACK TO THIS BOARD AND THE BOARD OF SUPERVISORS FOR CONSIDERATION. SECONDED BY MEMBER TOSTE. THE MOTION PASSED UNANIMOUSLY.

8. Receive staff reports

RECEIVED; RON ALEXANDER REPORTED ON THE SSL CERTIFICATE THAT IT USES TO SECURE THE ZOO AUTHORITY WEBSITE. THERE IS A COST ASSOCIATED WITH THE CERTIFICATE OF APPROXIMATELY \$400, WHICH THE IT DEPARTEMENT IS WAIVING FOR TWO YEARS.

TREASURER REYNOSO REPORTED THAT HE IS TRANSITIONING HIS TITLE TO FONG LEE. MEGAN MARKS REPORTED FURTHER ON THE TRANSITION.

9. Board Meetings

a. Approve next meeting date(s)

March 27, 2019

April 24, 2019

May 29, 2019

AFTER DISCUSSION, IT WAS DECIDED TO HOLD THE NEXT MEETING ON APRIL 24, 2019.

10. Chair's comments

CHAIRMAN ROMAN HAD TWO COMMENTS. 1) ON MARCH 26TH, SHE WILL BE PRESENTING THEIR ANNUAL REPORT TO THE COUNTY BOARD OF SUPERVISORS. 2) ON MARCH 28TH, COG REQUESTED THAT SHE PRESENT THE SAME REPORT TO ALL OF THE MAYORS.

11. Board Member comments

MEMBER ARIAS WENT ON A TOUR OF THE ZOO. IMPRESSED WITH THE PROGRESS. WILL HAVE CONVERSATIONS AT CITY HALL TO BE BETTER PARTNERS TO EXPAND PARKING AND CREATE A MARQUEE ENTRANCE TO THE ZOO.

12. Adjourn

THERE BEING NO FURTHER BUSINESS BEFORE THE BOARD, CHAIRMAN ROMAN ADJOURNED THE MEETING AT 9:42 AM.

All supporting documentation is available for public review in the office of the Fresno County Zoo Authority, 2220 Tulare Street, Suite A, Fresno, 93721, during regular business hours.

For further information, please contact Catherine Crosby, Zoo Authority Coordinator, at 600-4305, 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 for January 2019 through April 2019

Invoice Number
01020304-ZOO-052919

May 29, 2019

TO: Zoo Authority Board
c/o County of Fresno
2220 Tulare St, 6th Floor MS 214
Fresno, CA 93721

Department / Title	Hours	Rates	Cost	Fiscal Year 18-19
<i>Financial Reporting and Audits</i>				
<i>Division Chief</i>	4.50	\$92.49	\$416.21	
<i>Accounting & Finance Manager</i>			\$0.00	
<i>Supervising Accountant</i>	6.50	\$89.54	\$582.01	
<i>Accountant II</i>	14.00	\$74.80	\$1,047.20	
<i>Accountant I</i>	5.00	\$62.78	\$313.90	
<i>Supervising Account Clerk II</i>	30.63	\$75.45	\$2,311.03	
<i>Account Clerk I</i>	8.59	\$48.46	\$416.27	
<i>Account Clerk I</i>	25.12	\$48.46	\$1,217.34	
<i>Accounting Intern</i>			\$0.00	
<i>Public Works and Planning</i>				
<i>Staff Analyst III</i>	334.60	\$76.48	\$25,590.20	
<i>Sr. Admin. Analyst</i>	42.50	\$105.12	\$4,467.60	
<i>IT Staff</i>		\$85.40		
<i>County Counsel</i>				
<i>Deputy County Counsel</i>	19.75	\$122.00	\$2,409.50	
Professional Services Total	491.19		\$38,771.26	\$114,108.97
Office Expense Total			\$0.00	\$7,872.97
			\$38,771.26	\$160,753.20
		Invoice Total		FY 18-19 Total



**Fresno County Zoo Authority
Treasurer's Report
Unaudited Cash Basis
For the Month Ended February 28, 2018**

Summary of Measure Z Proceeds		
Tax Proceeds Received:		
-	Measure Z - Sales Tax Proceeds	\$ 1,118,789.32
	Total Proceeds Received:	<u>\$ 1,118,789.32</u>
Tax Proceeds Allocated:		
-	Allocation to Zoo Authority Fund (2%)	22,375.79
-	Allocation to Trust Fund for Operations and Capital Projects (98%)	1,096,413.53
	Total Proceed Allocations	<u>\$ 1,118,789.32</u>
Cash Balance by Fund		
Zoo Authority Fund	>> Administrative Fund	2%
	Beginning Cash Balance	\$ 1,676,843.97
Receipts:	- Measure Z Sales Tax Proceeds	22,375.79
Disbursements:	- PeopleSoft Financial Charges	(45.20)
	- Audit Services	(1,100.00)
	- Postage Expense	(95.71)
	Net Increase/(Decrease) to Cash	21,134.88
	Ending Cash Balance - Zoo Authority Administrative Fund	\$ 1,697,978.85
	Trust Fund for FCZC Operations and Capital Projects	98%
	Beginning Cash Balance	\$ 41,011,361.86
	>>> Operations Fund	
	Beginning Cash Balance	7,111,978.63
Receipts:	- Measure Z Sales Tax Proceeds- <i>see jv 0001858098 correction</i>	1,096,413.53
Disbursements:	- FCZC Operations Claim #2018-12	(263,577.71)
	- Wire Fees	(10.00)
	Net Increase/(Decrease) to Cash	832,825.82
	Ending Cash Balance - Available for Operations	\$ 7,944,804.45
	>>> Capital Facilities Project Fund	
	Beginning Cash Balance	\$ 33,899,383.23
Receipts:	- Measure Z Sales Tax Proceeds <i>see jv 0001858098 correction</i>	
Disbursements:	- FCZC Capital Claim	
	Net Increase/(Decrease) to Cash	-
	Ending Cash Balance - Available for Capital Projects	33,899,383.23
	Ending Balance Available for Operations and Capital Projects	\$ 41,844,187.68
	Total Interest Received During the Month	-

Capital Projects Measure Z sales tax proceeds deposited into Operations in error. A correction of \$730,942.35 was posted on 3/5/19 by JV 0001858098 and will show on the March Cash Recon.

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 2.023 as of December 31, 2018.



Fresno County Zoo Authority

SUMMARY OF MEASURE Z SALES TAX PROCEEDS

	PRIOR FISCAL YEARS			CURRENT FISCAL YEAR			
	2015-2016	2016-2017	2017-2018	2018-19			
	ACTUAL TAX RECEIPTS	ACTUAL TAX RECEIPTS	ACTUAL TAX RECEIPTS	BUDGETED TAX RECEIPTS	ACTUAL TAX RECEIPTS	BUDGET TO ACTUAL VARIANCE	
July	\$ 900,800	\$ 952,000	\$ 930,800	\$ 940,108	\$ 1,227,435	\$ 287,327	30.56%
August	1,201,100	1,269,300	1,241,000	1,228,590	928,052	(300,538)	-24.46%
September	1,408,037	1,181,071	1,391,154	1,377,242	1,171,132	(206,110)	-14.97%
October	911,400	941,400	933,300	951,966	1,619,199	667,233	70.09%
November	1,215,200	1,255,200	1,244,400	1,231,956	1,531,072	299,116	24.28%
December	1,306,493	1,188,304	1,452,570	1,408,993	1,392,262	(16,731)	-1.19%
January	915,800	955,400	951,900	923,343	1,345,542	422,199	45.73%
February	1,221,000	1,273,900	1,269,200	1,231,124	\$ 1,118,789	(112,335)	-9.12%
March	1,226,517	1,114,146	1,420,604	1,377,986			
April	819,500	855,500	865,400	839,438			
May	1,092,700	1,140,700	1,512,737	1,040,643			
June	1,374,748	1,220,710	1,103,925	1,013,457			
Total	\$ 13,593,295	\$ 13,347,631	\$ 14,316,990	\$ 13,564,846	\$ 10,333,483	\$ 1,040,161	7.67%

TOTAL MEASURE Z PROCEEDS FROM INCEPTION \$ 163,657,793



Fresno County Zoo Authority
Treasurer's Report
Unaudited Cash Basis
For the Month Ended February 28, 2019

Summary of Quarter Four Interest Receipts					
Fund	Subclass	Description	1st Alloc. January	2nd Alloc March	Interest Received
4845	10000	Zoo Authority	742.07		\$ 742.07
4850	10000	FCZC - Operations	2,954.41		\$ 2,954.41
4850	42700	FCZC - CP	15,527.96		\$ 15,527.96
Total			\$ 19,224.44	\$ -	\$ 19,224.44
January to March					



**Fresno County Zoo Authority
Capital Projects Fund Cash Flow
For the Month Ended February 28, 2019**

Cash Balance as of 2/28/19 \$ 33,899,383

DEDUCTIONS (earmarked projects, FY18-19 expenditures paid through claim 2018-15C):

2019 Warthog Exhibit -May 2018	594,788
2019 South Corridor Infrastructure -February 2018	1,735,501
2019 Asian Exhibits - November 2017	3,314,515
2019 Belmont Basin Relief Line -August 2017	183,777
2019 Animal Nutrition Center -August 2017	753,783
2019 Prgm Animal Holding Facility -June 2017	130,395
2019 Orangutan Exhibit -May 2017	33,887
2019 African River -April 2017	3,552,910
2019 Water Play Area -January 2017	94,015
2019 Dino Dig Expansion -June 2016	154,218
2019 Animal Acquisition -September 2015	-

Total Deductions: \$ (10,547,789)

TOTAL: \$ 23,351,594



**Fresno County Zoo Authority
Operations Fund Cash Flow
For the Month Ended February 28, 2019**

Cash Balance as of 2/28/2019 \$ 7,944,804

DEDUCTIONS (Remaining budgets, paid through claim 2018-12):

2019 Animal	-
2019 Veterinary	33,891
2019 Utilities	(18)
2019 Animal Feed	18,823
2019 Interest/Bank Charges	(10)

Total Deductions: \$ (52,686)

TOTAL: \$ 7,892,118



**Fresno County Zoo Authority
Administration Fund Cash Flow
For the Month Ended February 28, 2019**

Cash Balance as of 2/28/2019 \$ 1,697,979

DEDUCTIONS

(FY 18-19 Remaining budgets, paid through claim 070809-ZOO-112818):

2019 Telephone Charges	250
2019 Memberships	500
2019 Office Expense	5,868
2019 Postage	787
2019 PeopleSoft Financials Charges	395
2019 Professional Services	89,263
2019 Data Processing Services	1,500
2019 Publications & Legal Notices	500
2019 Trans, Travel & Education	2,500

Total Deductions:

\$ (101,563)

TOTAL:

\$ 1,596,416

Agenda Item 4c.2



Fresno County Zoo Authority Treasurer's Report Unaudited Cash Basis For the Month Ended March 31, 2019

Summary of Measure Z Proceeds			
Tax Proceeds Received:			
-	Measure Z - Sales Tax Proceeds	\$	1,327,542.87
Total Proceeds Received:		\$	1,327,542.87
Tax Proceeds Allocated:			
-	Allocation to Zoo Authority Fund (2%)	\$	26,550.86
-	Allocation to Trust Fund for Operations and Capital Projects (98%)		1,300,992.01
Total Proceed Allocations		\$	1,327,542.87
Cash Balance by Fund			
Zoo Authority Fund			
>> Administrative Fund		2%	
		Beginning Cash Balance	\$ 1,697,978.85
Receipts:	- Measure Z Sales Tax Proceeds		26,550.86
Disbursements:	- Interest Received		7,524.85
	- PeopleSoft Financial Charges		(73.19)
	- Audit Services (Correction to 2/19 payment)		(10.00)
	- ZA Staff Invoice Reimbursement for Professional Services		(24,011.87)
		Net Increase/(Decrease) to Cash	9,980.65
Ending Cash Balance - Zoo Authority Administrative Fund		\$	1,707,959.50
Trust Fund for FCZC Operations and Capital Projects			
		98%	
		Beginning Cash Balance	\$ 41,844,187.68
>>> Operations Fund			
		Beginning Cash Balance	7,944,804.45
Receipts:	- Measure Z Sales Tax Proceeds		433,664.00
Disbursements:	- Interest Received		29,958.57
	- Correcting Entries Deposit 419967		(730,942.35)
	- FCZC Operations Claim #2019.01. SV		(355,793.49)
	- Wire Fees		(10.00)
		Net Increase/(Decrease) to Cash	(623,123.27)
Ending Cash Balance - Available for Operations		\$	7,321,681.18
>>> Capital Facilities Project Fund			
		Beginning Cash Balance	\$ 33,899,383.23
Receipts:	- Measure Z Sales Tax Proceeds		867,328.01
Disbursements:	- Interest Received		157,458.17
	- Correcting Entries Deposit#419967		730,942.35
		Net Increase/(Decrease) to Cash	1,755,728.53
Ending Cash Balance - Available for Capital Projects		\$	35,655,111.76
Ending Balance Available for Operations and Capital Projects		\$	42,976,792.94
<i>Total Interest Received During the Month</i>			<i>194,941.59</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 2.023 as of December 31, 2018.



**Fresno County Zoo Authority
Treasurer's Report
Unaudited Cash Basis
For the Quarter Ended March 31, 2019**

Summary of Measure Z Proceeds			
Tax Proceeds Received:			
-	Measure Z - Sales Tax Proceeds	\$	3,791,873.94
Total Proceeds Received:		\$	3,791,873.94
Tax Proceeds Allocated:			
-	Allocation to Zoo Authority Fund (2%)		75,837.48
-	Allocation to Trust Fund for Operations and Capital Projects (98%)		3,716,036.46
Total Proceed Allocations		\$	3,791,873.94
Cash Balance by Fund			
Zoo Authority Fund	>> Administrative Fund	2%	
	Beginning Cash Balance	\$	1,649,262.10
Receipts:	- Measure Z Sales Tax Proceeds		75,837.49
	- Interest Received		8,266.92
Disbursements:	- PeopleSoft Financial Charges		(189.43)
	- ZA Staff Invoice Reimbursement for Professional Services		(24,011.87)
	- ZA Postage Expense		(95.71)
Net Increase/(Decrease) to Cash			58,697.40
Ending Cash Balance - Zoo Authority Administrative Fund		\$	1,707,959.50
Trust Fund for FCZC Operations and Capital Projects			
	98%		
	Beginning Cash Balance	\$	40,710,591.24
>>> Operations Fund			
	Beginning Cash Balance		6,986,353.85
Receipts:	- Measure Z Sales Tax Proceeds		1,969,621.17
	- Interest Received		32,912.98
Disbursements:	- FCZC Operations Claim #2018-11		(316,853.27)
	- FCZC Operations Claim #2018-12		(263,577.71)
	- FCZC Operations Claim #2019.01. SV		(355,793.49)
	- Wire Fees		(40.00)
Net Increase/(Decrease) to Cash			335,327.33
Ending Cash Balance - Available for Operations		\$	7,321,681.18
>>> Capital Facilities Project Fund			
	Beginning Cash Balance	\$	33,724,237.39
Receipts:	- Measure Z Sales Tax Proceeds		1,746,415.29
	- Interest Received		172,986.13
Disbursements:	- FCZC Capital Claim #2018-15C		(719,469.39)
	- Correcting Entries Deposit#419967		730,942.35
	- Capital Fund Difference		(0.01)
Net Increase/(Decrease) to Cash			1,930,874.37
Ending Cash Balance - Available for Capital Projects			35,655,111.76
Ending Balance Available for Operations and Capital Projects			42,976,792.94
Total Interest Received During the Quarter			214,166.03

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 2.023 as of December 31, 2018.



Fresno County Zoo Authority

SUMMARY OF MEASURE Z SALES TAX PROCEEDS

	PRIOR FISCAL YEARS			CURRENT FISCAL YEAR			
	2015-2016	2016-2017	2017-2018	2018-19			
	ACTUAL TAX RECEIPTS	ACTUAL TAX RECEIPTS	ACTUAL TAX RECEIPTS	BUDGETED TAX RECEIPTS	ACTUAL TAX RECEIPTS	BUDGET TO ACTUAL VARIANCE	
July	\$ 900,800	\$ 952,000	\$ 930,800	\$ 940,108	\$ 1,227,435	\$ 287,327	30.56%
August	1,201,100	1,269,300	1,241,000	1,228,590	928,052	(300,538)	-24.46%
September	1,408,037	1,181,071	1,391,154	1,377,242	1,171,132	(206,110)	-14.97%
October	911,400	941,400	933,300	951,966	1,619,199	667,233	70.09%
November	1,215,200	1,255,200	1,244,400	1,231,956	1,531,072	299,116	24.28%
December	1,306,493	1,188,304	1,452,570	1,408,993	1,392,262	(16,731)	-1.19%
January	915,800	955,400	951,900	923,343	1,345,542	422,199	45.73%
February	1,221,000	1,273,900	1,269,200	1,231,124	1,118,789	(112,335)	-9.12%
March	1,226,517	1,114,146	1,420,604	1,377,986	1,327,543	(50,443)	-3.66%
April	819,500	855,500	865,400	839,438			
May	1,092,700	1,140,700	1,512,737	1,040,643			
June	1,374,748	1,220,710	1,103,925	1,013,457			
Total	\$ 13,593,295	\$ 13,347,631	\$ 14,316,990	\$ 13,564,846	\$ 11,661,026	\$ 989,718	7.30%

TOTAL MEASURE Z PROCEEDS FROM INCEPTION \$ 164,985,336



Fresno County Zoo Authority
Treasurer's Report
Unaudited Cash Basis
For the Month Ended March 31, 2019

Summary of Quarter Four Interest Receipts					
Fund	Subclass	Description	1st Alloc. January	2nd Alloc March	Interest Received
4845	10000	Zoo Authority	742.07	7,524.85	\$ 8,266.92
4850	10000	FCZC - Operations	2,954.41	29,958.57	\$ 32,912.98
4850	42700	FCZC - CP	15,527.96	157,458.17	\$ 172,986.13
Total			\$ 19,224.44	\$ 194,941.59	\$ 214,166.03
January to March					



**Fresno County Zoo Authority
Capital Projects Fund Cash Flow
For the Month Ended March 31, 2019**

Cash Balance as of 3/31/2019 \$ 35,655,112

DEDUCTIONS (earmarked projects, FY18-19 expenditures paid through claim 2018-15C):

2019 Warthog Exhibit -May 2018	594,788
2019 South Corridor Infrastructure -February 2018	1,735,501
2019 Asian Exhibits - November 2017	3,314,515
2019 Belmont Basin Relief Line -August 2017	183,777
2019 Animal Nutrition Center -August 2017	753,783
2019 Prgm Animal Holding Facility -June 2017	130,395
2019 Orangutan Exhibit -May 2017	33,887
2019 African River -April 2017	3,552,910
2019 Water Play Area -January 2017	94,015
2019 Dino Dig Expansion -June 2016	154,218
2019 Animal Acquisition -September 2015	-

Total Deductions: \$ (10,547,789)

TOTAL: \$ 25,107,323



**Fresno County Zoo Authority
Operations Fund Cash Flow
For the Month Ended March 31, 2019**

Cash Balance as of 3/31/2019 \$ 7,321,681

DEDUCTIONS (Remaining budgets, paid through claim 2019-01):

2019 Animal	3,131,912
2019 Veterinary	411,037
2019 Utilities	604,921
2019 Animal Feed	446,279
2019 Interest/Bank Charges	100
2019 Exhibit Maintenance & Renovations	110,777
2019 Water Quality Supplies	81,587

Total Deductions:

\$ (4,786,613)

TOTAL:

\$ 2,535,068



**Fresno County Zoo Authority
Administration Fund Cash Flow
For the Month Ended March 31, 2019**

Cash Balance as of 3/31/2019 \$ 1,707,960

DEDUCTIONS

(FY 18-19 Remaining budgets, paid through claim 101112-Zoo-013019):

2019 Telephone Charges	250
2019 Memberships	500
2019 Office Expense	5,964
2019 Postage	691
2019 PeopleSoft Financials Charges	322
2019 Professional Services	65,251
2019 Data Processing Services	1,500
2019 Publications & Legal Notices	500
2019 Trans, Travel & Education	2,500

Total Deductions: \$ (77,478)

TOTAL: \$ 1,630,482



**Fresno County Zoo Authority
Treasurer's Report
Unaudited Cash Basis
For the Month Ended April 30, 2019**

Summary of Measure Z Proceeds			
Tax Proceeds Received:			
-	Measure Z - Sales Tax Proceeds	\$	1,318,820.73
	Total Proceeds Received:	\$	1,318,820.73
Tax Proceeds Allocated:			
-	Allocation to Zoo Authority Fund (2%)	\$	26,376.41
-	Allocation to Trust Fund for Operations and Capital Projects (98%)		1,292,444.32
	Total Proceed Allocations	\$	1,318,820.73
Cash Balance by Fund			
Zoo Authority Fund	>> Administrative Fund	2%	
	Beginning Cash Balance	\$	1,707,959.50
Receipts:	- Measure Z Sales Tax Proceeds		26,376.41
Disbursements:	- Interest Received		697.74
	- PeopleSoft Financial Charges		(60.27)
	Net Increase/(Decrease) to Cash		27,013.88
	Ending Cash Balance - Zoo Authority Administrative Fund	\$	1,734,973.38
	Trust Fund for FCZC Operations and Capital Projects	98%	
	Beginning Cash Balance	\$	42,976,792.94
	>>> Operations Fund		
	Beginning Cash Balance		7,321,681.18
Receipts:	- Measure Z Sales Tax Proceeds		430,814.77
Disbursements:	- Interest Received		2,974.43
	- FCZC Operations Claim #2019-02		(389,344.52)
	- Wire Fees		(40.00)
	Net Increase/(Decrease) to Cash		44,404.68
	Ending Cash Balance - Available for Operations	\$	7,366,085.86
	>>> Capital Facilities Project Fund		
	Beginning Cash Balance	\$	35,655,111.76
Receipts:	- Measure Z Sales Tax Proceeds		861,629.55
Disbursements:	Interest Received		14,274.84
	- FCZC Capital Claim #2019-01C		(386,154.52)
	- FCZC Capital Claim #2019-02C		(600,786.09)
	- FCZC Capital Calim #2019-03C		(221,859.45)
	Net Increase/(Decrease) to Cash		(332,895.67)
	Ending Cash Balance - Available for Capital Projects		35,322,216.09
	Ending Balance Available for Operations and Capital Projects	\$	42,688,301.95
	Total Interest Received During the Month		17,947.01

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 1.821 as of March 31, 2019.



Fresno County Zoo Authority

SUMMARY OF MEASURE Z SALES TAX PROCEEDS

	PRIOR FISCAL YEARS			CURRENT FISCAL YEAR			
	2015-2016	2016-2017	2017-2018	2018-19			
	ACTUAL TAX RECEIPTS	ACTUAL TAX RECEIPTS	ACTUAL TAX RECEIPTS	BUDGETED TAX RECEIPTS	ACTUAL TAX RECEIPTS	BUDGET TO ACTUAL VARIANCE	
July	\$ 900,800	\$ 952,000	\$ 930,800	\$ 940,108	\$ 1,227,435	\$ 287,327	30.56%
August	1,201,100	1,269,300	1,241,000	1,228,590	928,052	(300,538)	-24.46%
September	1,408,037	1,181,071	1,391,154	1,377,242	1,171,132	(206,110)	-14.97%
October	911,400	941,400	933,300	951,966	1,619,199	667,233	70.09%
November	1,215,200	1,255,200	1,244,400	1,231,956	1,531,072	299,116	24.28%
December	1,306,493	1,188,304	1,452,570	1,408,993	1,392,262	(16,731)	-1.19%
January	915,800	955,400	951,900	923,343	1,345,542	422,199	45.73%
February	1,221,000	1,273,900	1,269,200	1,231,124	1,118,789	(112,335)	-9.12%
March	1,226,517	1,114,146	1,420,604	1,377,986	1,327,543	(50,443)	-3.66%
April	819,500	855,500	865,400	839,438	\$ 1,318,821	479,383	57.11%
May	1,092,700	1,140,700	1,512,737	1,040,643			
June	1,374,748	1,220,710	1,103,925	1,013,457			
Total	\$ 13,593,295	\$ 13,347,631	\$ 14,316,990	\$ 13,564,846	\$ 12,979,847	\$ 1,469,101	10.83%

TOTAL MEASURE Z PROCEEDS FROM INCEPTION \$ 166,304,157



Fresno County Zoo Authority
Treasurer's Report
Unaudited Cash Basis
For the Month Ended April 30, 2019

Summary of Quarter Four Interest Receipts					
Fund	Subclass	Description	1st Alloc. April	2nd Alloc June	Interest Received
4845	10000	Zoo Authority	697.74		\$ 697.74
4850	10000	FCZC - Operations	2,974.43		\$ 2,974.43
4850	42700	FCZC - CP	14,274.84		\$ 14,274.84
Total			\$ 17,947.01	\$ -	\$ 17,947.01
April to June					



**Fresno County Zoo Authority
Capital Projects Fund Cash Flow
For the Month Ended April 30, 2019**

Cash Balance as of 4/30/2019 \$ 35,322,216

DEDUCTIONS (earmarked projects, FY18-19 expenditures paid through claim 2019-03C):

2019 Warthog Exhibit -May 2018	415,521
2019 South Corridor Infrastructure -February 2018	1,044,096
2019 Asian Exhibits - November 2017	3,055,102
2019 Belmont Basin Relief Line -August 2017	183,777
2019 Animal Nutrition Center -August 2017	696,168
2019 Prgm Animal Holding Facility -June 2017	116,856
2019 Orangutan Exhibit -May 2017	28,224
2019 African River -April 2017	3,552,766
2019 Water Play Area -January 2017	92,261
2019 Dino Dig Expansion -June 2016	154,218
2019 Animal Acquisition -September 2015	-

Total Deductions: \$ (9,338,989)

TOTAL: \$ 25,983,227



**Fresno County Zoo Authority
Operations Fund Cash Flow
For the Month Ended April 30, 2019**

Cash Balance as of 4/30/2019 \$ 7,366,086

DEDUCTIONS (Remaining budgets, paid through claim 2019-02):

2019 Animal	2,868,683
2019 Veterinary	379,253
2019 Utilities	547,635
2019 Animal Feed	414,804
2019 Interest/Bank Charges	60
2019 Exhibit Maintenance & Renovations	108,611
2019 Water Quality Supplies	78,183

Total Deductions:

\$ (4,397,229)

TOTAL:

\$ 2,968,857



**Fresno County Zoo Authority
Administration Fund Cash Flow
For the Month Ended April 30, 2019**

Cash Balance as of 4/30/2019 \$ 1,734,973

DEDUCTIONS

(FY 18-19 Remaining budgets, paid through claim 101112-Zoo-013019):

2019 Telephone Charges	250
2019 Memberships	500
2019 Office Expense	5,964
2019 Postage	765
2019 PeopleSoft Financials Charges	262
2019 Professional Services	65,251
2019 Data Processing Services	1,500
2019 Publications & Legal Notices	500
2019 Trans, Travel & Education	2,500

Total Deductions:

\$ (77,492)

TOTAL:

\$ 1,657,481

IN APPRECIATION



FRESNO COUNTY
ZOO
AUTHORITY

GERALD V. LYLES

With gratitude for 14 years of exemplary and dedicated service as a member of the Zoo Authority Board, providing oversight of Measure Z funds on behalf of the citizens of Fresno County in support of Fresno Chaffee Zoo.

May 29, 2019

DATE

Michelle Roman

MICHELLE ROMAN, 2019 CHAIRMAN



FY 2019 January Board Financial Report

Summary of Financial Results YTD as of January 31, 2019

- Attendance of 43,689 was 0.7% less than the budgeted attendance of 44,000, and 0.7% more than the 2018 attendance of 43,370.
- Self-generated Revenue was \$475,423, \$32,607 (6.4%) lower than budget and \$59,487 less than the same period last year due mainly to Admissions Revenue being \$20,499 (8.3%) under budget.
- Revenues directly tied to Admissions, Food Services, Gift Shop, Group Events, and Stingray Bay were also below budget.
- Personnel Expenses were slightly below budget in total. Animal Department and Education were over budget due to budgeting errors. The Bird Show and Maintenance/Horticulture were under budget due to open positions.
- Other expenses were 40.6% under budget due to the timing of expenses.

Discussion of Financial Results YTD as of January 31, 2019

Per Capita Data:

Area	2019	Budget	2018	Capture Rate 2019	Capture Rate 2018
Admissions	\$5.16	\$5.63	\$5.31	N/A	N/A
Concessions	\$0.70	\$0.80	\$0.65	N/A	N/A
Gift Shop	\$0.43	\$0.53	\$0.40	N/A	N/A
Giraffe Feeding	\$0.60	\$0.66	\$0.63	21%	23%
Stingray Bay	\$0.25	\$0.33	\$0.26	22%	27%

Fresno's Chaffee Zoo Corporation

Balance Sheet

January 31, 2019

	January 2019	January 2018
ASSETS		
Current Assets		
Cash	(\$167,785)	\$603,369
Short Term Investments-Retention	\$312,577	\$0
Accounts Receivable	\$1,811,866	\$1,015,670
Prepaid Expenses	\$183,586	\$64,434
Deferred Maintenance	\$155,384	\$0
Total Current Assets	\$2,295,628	\$1,683,473
Other Assets		
Long Term Investments	\$10,851,765	\$11,863,616
Buildings, Equipment, Vehicles, and Furniture (net)	\$3,593,643	\$2,943,085
Exhibits	\$64,871,729	\$61,555,039
Construction in Progress	\$6,109,474	\$3,994,458
Goodwill	\$115,366	\$0
Total Other Assets	\$85,541,977	\$80,356,198
TOTAL ASSETS	\$87,837,605	\$82,039,671
LIABILITIES AND NET ASSETS		
Liabilities		
Accounts Payable and Accrued Liabilities	\$1,803,302	\$1,075,370
Line of Credit	\$337,896	\$750,456
Retention Payable	\$411,306	\$0
Total Liabilities	\$2,552,504	\$1,825,826
Net Assets		
Fund Balance-Unrestricted	\$83,742,274	\$79,131,903
Fund Balance-Temporarily Restricted	\$1,481,963	\$1,018,189
Fund Balance-Permanently Restricted	\$60,864	\$63,753
Total Net Assets	\$85,285,101	\$80,213,845
TOTAL LIABILITIES AND NET ASSETS	\$87,837,605	\$82,039,671

Fresno's Chaffee Zoo Corporation
Income Statement
For the Month Ended January 31, 2019

	FY19 Budget	YTD Actual @ 1/31/19	YTD Budget @ 1/31/19	Variance
REVENUE				
Self Generated Income				
Admissions	\$4,967,551	\$225,285	\$245,784	(8.3)%
Adopt an Animal	\$21,000	\$3,250	\$2,885	12.7 %
Behind the Scenes	\$118,725	\$5,304	\$2,925	81.3 %
Education	\$416,050	\$10,152	\$10,641	(4.6)%
Food Services	\$708,050	\$30,481	\$37,400	(18.5)%
Gift Shop	\$466,480	\$18,570	\$24,640	(24.6)%
Giraffe Feeding	\$582,000	\$26,131	\$23,201	12.6 %
Grants and Fundraising	\$453,000	\$27,211	\$25,250	7.8 %
Group Event/Facility Rental	\$573,000	\$10,773	\$17,000	(36.6)%
Membership	\$1,616,351	\$104,464	\$102,266	2.1 %
Special Events	\$763,613	\$0	\$0	0.0 %
Stingray Exhibit	\$295,500	\$10,848	\$13,500	(19.6)%
Other Income	\$78,209	\$2,956	\$2,538	16.5 %
Dinosaur Exhibit Revenue	\$961,500	\$0	\$0	0.0 %
Total Self-Generated Revenue	\$12,021,029	\$475,423	\$508,030	(6.4)%
EXPENSES				
Personnel Expenses				
Administration	\$894,833	\$65,786	\$69,572	(5.4)%
Animal	\$3,421,151	\$280,181	\$266,400	5.2 %
Bird Show	\$278,595	\$8,837	\$21,515	(58.9)%
Behind the Scenes	\$84,216	\$6,008	\$6,463	(7.0)%
Education	\$953,213	\$84,112	\$73,056	15.1 %
Human Resources	\$229,990	\$15,857	\$17,900	(11.4)%
Information Technology	\$87,255	\$7,630	\$6,760	12.9 %
Maintenance/Horticulture	\$1,187,576	\$75,041	\$92,712	(19.1)%
Marketing/Membership/Development/Events	\$908,766	\$75,744	\$70,535	7.4 %
Operations	\$110,711	\$8,781	\$8,619	1.9 %
Veterinary	\$416,075	\$33,088	\$32,201	2.8 %
Visitor Services	\$982,023	\$73,967	\$76,225	(3.0)%
Total Personnel Expenses	\$9,554,403	\$735,032	\$741,958	(0.9)%

Fresno's Chaffee Zoo Corporation
Income Statement
For the Month Ended January 31, 2019

	FY19 Budget	YTD Actual @ 1/31/19	YTD Budget @ 1/31/19	Variance
Other Expenses				
Advertising	\$386,720	\$3,750	\$7,785	(51.8)%
Animal Services	\$487,000	\$24,949	\$39,150	(36.3)%
Bank and Credit Card Fees	\$226,448	\$14,019	\$16,622	(15.7)%
Bird Show Expense	\$64,510	\$1,131	\$3,687	(69.3)%
Behind the Scenes Expense	\$10,975	\$0	\$4,700	(100.0)%
Community Support	\$0	\$0	\$0	0.0 %
Conservation	\$250,000	\$3,396	\$22,666	(85.0)%
Contracted Services	\$356,994	\$21,239	\$30,163	(29.6)%
Depreciation	\$540,000	\$45,000	\$45,000	0.0 %
Dinosaur Exhibit Expense	\$825,000	\$0	\$0	0.0 %
Dues and Subscriptions	\$58,990	\$9,514	\$10,796	(11.9)%
Equipment Expense	\$192,259	\$12,611	\$19,539	(35.5)%
Event Expense	\$624,234	\$5,963	\$30,292	(80.3)%
Fleet Expense	\$23,246	\$141	\$1,033	(86.4)%
Food and Catering	\$52,915	\$308	\$1,478	(79.1)%
Insurance	\$198,000	\$2,957	\$16,500	(82.1)%
Interest Expense	\$14,000	\$1,252	\$3,000	(58.3)%
IT	\$87,543	\$7,123	\$9,012	(21.0)%
Mileage, Tolls, and Parking	\$2,820	\$0	\$387	(100.0)%
Miscellaneous Business Expenses	\$15,100	\$308	\$1,150	(73.2)%
Office Supplies	\$19,430	\$437	\$1,840	(76.2)%
Postage	\$57,665	\$2,846	\$7,218	(60.6)%
Printing	\$230,005	\$2,273	\$48,880	(95.3)%
Professional Services	\$163,900	\$10,879	\$10,917	(0.3)%
Recognition	\$3,660	\$298	\$155	92.4 %
Recruiting	\$36,755	\$229	\$2,725	(91.6)%
Repairs and Replacements	\$343,780	\$12,045	\$20,910	(42.4)%
Signage	\$12,000	\$832	\$1,000	(16.8)%
Specialized Services	\$37,010	\$3,500	\$12,100	(71.1)%

Fresno's Chaffee Zoo Corporation
Income Statement

For the Month Ended January 31, 2019

	FY19 Budget	YTD Actual @ 1/31/19	YTD Budget @ 1/31/19	Variance
Staff Development	\$84,245	\$1,513	\$8,960	(83.1)%
Supplies	\$423,500	\$21,690	\$38,225	(43.3)%
Taxes	\$0	\$1,510	\$0	0.0 %
Telephone	\$46,274	\$2,576	\$3,848	(33.0)%
Uniforms	\$43,150	\$4,052	\$200	1,926.0 %
Utilities	\$816,500	\$66,063	\$59,000	12.0 %
Other Expense	\$0	\$0	\$0	0.0 %
Total Other Expenses	\$6,734,628	\$284,406	\$478,938	(40.6)%
Total Expenses	\$16,289,032	\$1,019,438	\$1,220,896	(16.5)%
Net Surplus (Deficit) from Operations	(\$4,268,003)	(\$544,015)	(\$712,866)	(23.7)%
Non Operating Revenue and Expense				
Non Operating Revenue				
Measure Z Operating Funds	\$5,089,688	\$355,803	\$411,619	(13.6)%
Measure Z Capital Funds	\$0	\$393,848	\$0	0.0 %
Interest Income	\$120,000	\$10,142	\$10,000	1.4 %
Investment Income	\$0	\$623,342	\$0	0.0 %
Board Designated Endowment Funds	\$10,000	\$150	\$837	(82.1)%
City of Fresno Funds	\$0	\$0	\$0	0.0 %
Total Non Operating Revenue	\$5,219,688	\$1,383,286	\$422,456	227.4 %
Non Operating Expense				
Measure Z Depreciation	\$0	\$299,000	\$0	0.0 %
Measure Z Bank Fees	\$320	\$10	\$20	(50.0)%
Total Non Operating Expense	\$320	\$299,010	\$20	0.0 %
Total Non Operating Revenue and Expense	\$5,219,368	\$1,084,276	\$422,436	156.7 %
NET SURPLUS/(DEFICIT)	\$951,365	\$540,261	(\$290,430)	(286.0)%

January 2019

MTD Attendance				YTD Attendance				2018 Unaudited
	<u>2019</u>	<u>2018</u>	Increase/ Decrease		<u>2019</u>	<u>2018</u>	Increase/ Decrease	
Attendance	43,689	43,370	1%	Attendance	43,689	43,370	1%	828,425
Paid	21,234	21,755	-2%	Paid	21,234	21,755	-2%	376,844
Members	18,694	17,710	6%	Members	18,694	17,710	6%	228,949
Group	1,390	1,447	-4%	Group	1,390	1,447	-4%	100,515
Other	2,371	2,458	-4%	Other	2,371	2,458	-4%	122,117
Giraffe Feeding	9,325	10,147	-8%	Giraffe Feeding	9,325	10,147	-8%	181,090
Capture Rate	21%	23%	-9%	Capture Rate	21%	23%	-9%	22%
Stingray Bay	9,781	11,782	-17%	Stingray Bay	9,781	11,782	-17%	221,055
Capture Rate	22%	27%	-18%	Capture Rate	22%	27%	-18%	27%
MTD Revenue				YTD Revenue				
	<u>2019</u>	<u>2018</u>	Increase/ Decrease		<u>2019</u>	<u>2018</u>	Increase/ Decrease	
Admissions	\$225,285	\$230,468	-2%	Admissions	\$225,285	\$230,468	-2%	\$4,229,990
Per Cap	\$5.16	\$5.31	-3%	Per Cap	\$5.16	\$5.31	-3%	\$5.11
Giraffe Feeding	\$26,131	\$27,532	-5%	Giraffe Feeding	\$26,131	\$27,532	-5%	\$517,267
Per Cap	\$0.60	\$0.63	-6%	Per Cap	\$0.60	\$0.63	-6%	\$0.62
Stingray Bay	\$10,848	\$11,249	-4%	Stingray Bay	\$10,848	\$11,249	-4%	\$267,781
Per Cap	\$0.25	\$0.26	-4%	Per Cap	\$0.25	\$0.26	-4%	\$0.32
Membership	\$104,464	\$94,512	11%	Membership	\$104,464	\$94,512	11%	\$1,519,005
Contracted Services				Contracted Services				
	<u>2019</u>	<u>2018</u>	Increase/ Decrease		<u>2019</u>	<u>2018</u>	Increase/ Decrease	
Concessions	\$30,481	\$28,263	8%	Concessions	\$30,481	\$28,263	8%	\$681,024
Per Cap	\$0.70	\$0.65	7%	Per Cap	\$0.70	\$0.65	7%	\$0.82
Gift Shop	\$18,570	\$17,529	6%	Gift Shop	\$18,570	\$17,529	6%	\$464,914
Per Cap	\$0.43	\$0.40	5%	Per Cap	\$0.43	\$0.40	5%	\$0.56

Key:	
Equal to or ahead of 2018	
2% or less behind 2018	
More than 2% behind 2018	

Fresno Chaffee Zoo
SUMMARY OF KEY INDICATORS

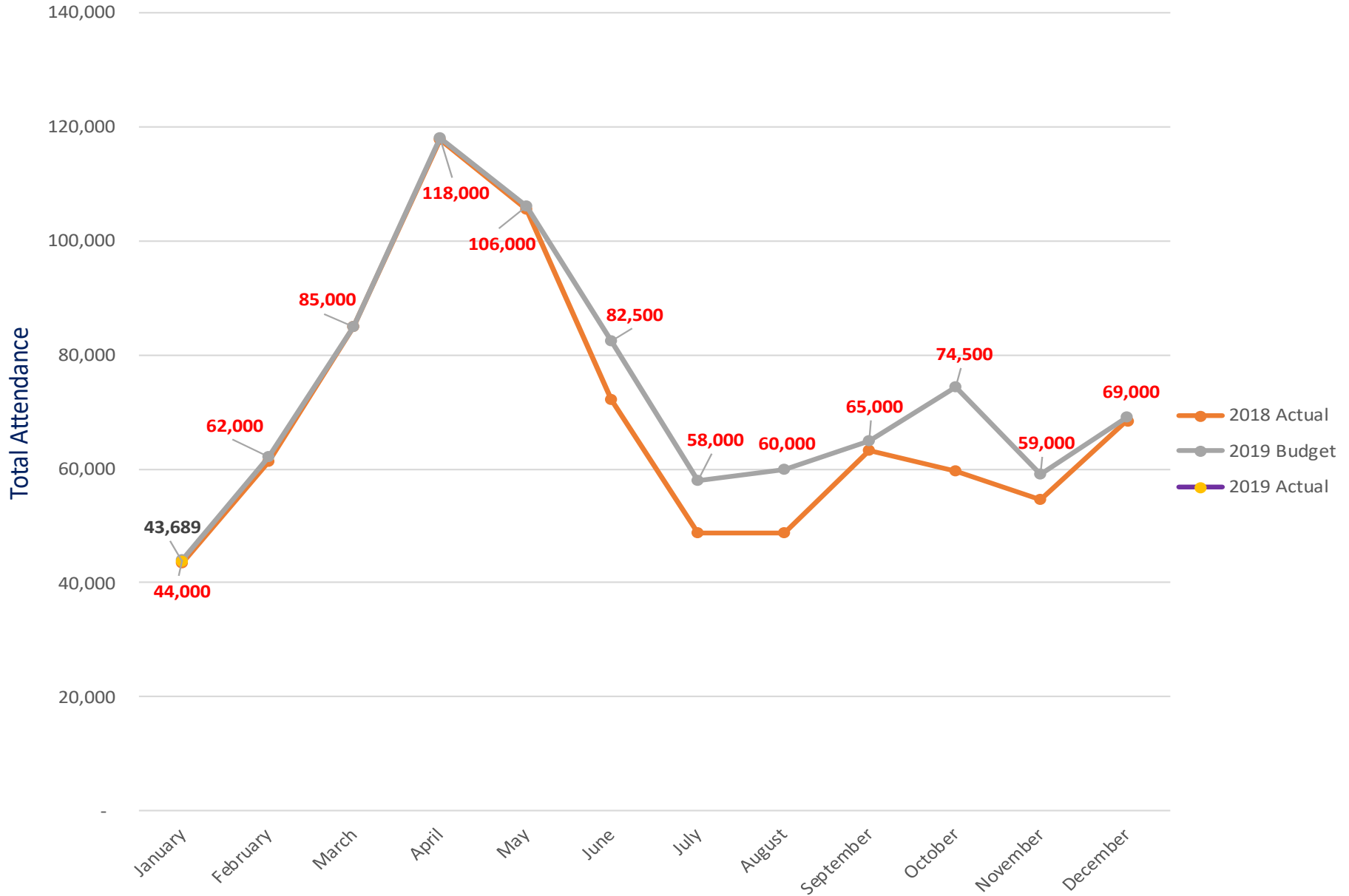
January 2019

	FY 19 Year-to-Date		
	Actuals	Budgeted	Difference
Attendance	43,689	44,000	(311)

	FY 19 Year-to-Date		
	Actuals	Budgeted	Difference
Revenue	\$475,423	\$508,030	(\$32,607)
Payroll	\$735,032	\$741,958	(\$6,926)
Operating Expenses	\$284,406	\$478,938	(\$194,532)
Net Surplus (Deficit)	(\$544,015)	(\$712,866)	\$168,851
Measure Z Operating	\$355,803	\$411,619	(\$55,816)

	FY 19 vs. FY 18 Year-to-Date		
	Jan-19	Jan-18	Difference
Attendance	43,689	43,370	319
Revenue	\$475,423	\$534,910	(\$59,487)
Payroll	\$735,032	\$600,975	\$134,057
Operating Expenses	\$284,406	\$217,845	\$66,561
Net Surplus (Deficit)	(\$544,015)	(\$283,910)	(\$260,105)
Measure Z Operating	\$355,803	\$348,640	\$7,163

Fresno's Chaffee Zoo Monthly Attendance by Year





FY 2019 February Board Financial
Report

Summary of Financial Results YTD as of February 28, 2019

- Attendance of 75,168 was 29.1% less than the budgeted attendance of 106,000, and 28.1% less than the 2018 attendance of 104,519.
- Self-generated Revenue of \$898,227 was \$281,267 (23.8%) lower than budget and \$310,438 (25.7%) less than the same period last year due mainly to Admissions Revenue being \$208,879 (35.3%) under budget.
- Revenues directly tied to Admission; Food Services, Gift Shop, Giraffe Feeding, and Stingray Bay were also below budget.
- Personnel Expenses were slightly below budget in total. Education was over budget due to budgeting errors. The Bird Show and Maintenance/Horticulture were under budget due to open positions.
- Other expenses were 36.2% under budget due to the timing of expenses.

Discussion of Financial Results YTD as of February 28, 2019

Per Capita Data:

Area	2019	Budget	2018	Capture Rate 2019	Capture Rate 2018
Admissions	\$5.10	\$5.63	\$5.74	N/A	N/A
Concessions	\$0.70	\$0.80	\$0.68	N/A	N/A
Gift Shop	\$0.46	\$0.53	\$0.48	N/A	N/A
Giraffe Feeding	\$0.60	\$0.66	\$0.61	22%	22%
Stingray Bay	\$0.26	\$0.33	\$0.29	23%	26%

Fresno's Chaffee Zoo Corporation

Balance Sheet

February 28, 2019

	February 2019	February 2018
ASSETS		
Current Assets		
Cash	\$98,594	\$777,156
Short Term Investments-Retention	\$382,317	\$0
Accounts Receivable	\$1,835,986	\$814,488
Prepaid Expenses	\$194,505	\$57,213
Deferred Maintenance	\$155,384	\$0
Total Current Assets	\$2,666,786	\$1,648,858
Other Assets		
Long Term Investments	\$11,083,288	\$11,300,780
Buildings, Equipment, Vehicles, and Furniture (net)	\$3,776,196	\$2,936,418
Exhibits	\$61,194,698	\$61,555,039
Construction in Progress	\$6,408,760	\$4,086,637
Goodwill	\$115,366	\$0
Total Other Assets	\$82,578,308	\$79,878,873
TOTAL ASSETS	\$85,245,094	\$81,527,731
 LIABILITIES AND NET ASSETS		
Liabilities		
Accounts Payable and Accrued Liabilities	\$1,799,634	\$919,821
Line of Credit	\$845,067	\$750,456
Retention Payable	\$448,373	\$0
Total Liabilities	\$3,093,074	\$1,670,277
Net Assets		
Fund Balance-Unrestricted	\$80,589,517	\$78,764,071
Fund Balance-Temporarily Restricted	\$1,500,246	\$1,031,415
Fund Balance-Permanently Restricted	\$62,257	\$61,968
Total Net Assets	\$82,152,020	\$79,857,454
TOTAL LIABILITIES AND NET ASSETS	\$85,245,094	\$81,527,731

Fresno's Chaffee Zoo Corporation

Income Statement

For the Two Months Ended February 28, 2019

	FY19 Budget	YTD Actual 2/28/19	YTD Budget 2/28/19	Variance
REVENUE				
Self Generated Income				
Admissions	\$4,967,551	\$383,237	\$592,116	(35.3)%
Adopt an Animal	\$21,000	\$13,300	\$9,050	47.0 %
Behind the Scenes	\$118,725	\$8,869	\$12,025	(26.2)%
Education	\$416,050	\$29,108	\$28,632	1.7 %
Food Services	\$708,050	\$52,616	\$90,100	(41.6)%
Gift Shop	\$466,480	\$34,321	\$59,360	(42.2)%
Giraffe Feeding	\$582,000	\$45,165	\$52,208	(13.5)%
Grants and Fundraising	\$453,000	\$44,938	\$50,500	(11.0)%
Group Event/Facility Rental	\$573,000	\$32,364	\$27,000	19.9 %
Membership	\$1,616,351	\$200,902	\$223,128	(10.0)%
Special Events	\$763,613	\$0	\$0	0.0 %
Stingray Exhibit	\$295,500	\$19,421	\$30,000	(35.3)%
Other Income	\$78,209	\$33,986	\$5,375	532.3 %
Dinosaur Exhibit Revenue	\$961,500	\$0	\$0	0.0 %
Total Self-Generated Revenue	\$12,021,029	\$898,227	\$1,179,494	(23.8)%
EXPENSES				
Personnel Expenses				
Administration	\$894,833	\$130,466	\$139,143	(6.2)%
Animal	\$3,421,151	\$546,896	\$532,800	2.6 %
Bird Show	\$278,595	\$24,678	\$43,031	(42.7)%
Behind the Scenes	\$84,216	\$11,602	\$12,926	(10.2)%
Education	\$953,213	\$172,078	\$146,112	17.8 %
Human Resources	\$229,990	\$34,143	\$35,800	(4.6)%
Information Technology	\$87,255	\$15,261	\$13,521	12.9 %
Maintenance/Horticulture	\$1,187,576	\$152,317	\$185,424	(17.9)%
Marketing/Membership/Development/Events	\$908,766	\$142,905	\$141,069	1.3 %
Operations	\$110,711	\$17,290	\$17,239	0.3 %
Veterinary	\$416,075	\$65,282	\$64,401	1.4 %
Visitor Services	\$982,023	\$135,296	\$152,451	(11.3)%
Total Personnel Expenses	\$9,554,403	\$1,448,212	\$1,483,917	(2.4)%

Fresno's Chaffee Zoo Corporation

Income Statement

For the Two Months Ended February 28, 2019

	FY19 Budget	YTD Actual 2/28/19	YTD Budget 2/28/19	Variance
Other Expenses				
Advertising	\$386,720	\$5,600	\$38,859	(85.6)%
Animal Services	\$487,000	\$60,702	\$112,087	(45.8)%
Bank and Credit Card Fees	\$226,448	\$33,218	\$33,176	0.1 %
Bird Show Expense	\$64,510	\$2,168	\$12,373	(82.5)%
Behind the Scenes Expense	\$10,975	\$17	\$4,900	(99.6)%
Community Support	\$0	\$0	\$0	0.0 %
Conservation	\$250,000	\$3,396	\$28,333	(88.0)%
Contracted Services	\$356,994	\$37,505	\$55,969	(33.0)%
Depreciation	\$540,000	\$90,000	\$90,000	0.0 %
Dinosaur Exhibit Expense	\$825,000	\$102,489	\$102,489	0.0 %
Dues and Subscriptions	\$58,990	\$11,108	\$16,536	(32.8)%
Equipment Expense	\$192,259	\$33,321	\$35,999	(7.4)%
Event Expense	\$624,234	\$20,918	\$55,414	(62.3)%
Fleet Expense	\$23,246	\$1,474	\$2,616	(43.7)%
Food and Catering	\$52,915	\$684	\$3,282	(79.2)%
Insurance	\$198,000	\$12,610	\$33,000	(61.8)%
Interest Expense	\$14,000	\$3,112	\$7,000	(55.5)%
IT	\$87,543	\$11,725	\$15,406	(23.9)%
Mileage, Tolls, and Parking	\$2,820	\$15	\$608	(97.5)%
Miscellaneous Business Expenses	\$15,100	\$308	\$2,200	(86.0)%
Office Supplies	\$19,430	\$1,893	\$4,390	(56.9)%
Postage	\$57,665	\$8,152	\$9,862	(17.3)%
Printing	\$230,005	\$5,316	\$60,655	(91.2)%
Professional Services	\$163,900	\$25,207	\$20,833	21.0 %
Recognition	\$3,660	\$308	\$310	(0.6)%
Recruiting	\$36,755	\$1,638	\$5,455	(70.0)%
Repairs and Replacements	\$343,780	\$21,739	\$45,210	(51.9)%
Signage	\$12,000	\$1,161	\$2,000	(41.9)%
Specialized Services	\$37,010	\$9,276	\$12,399	(25.2)%

Fresno's Chaffee Zoo Corporation

Income Statement

For the Two Months Ended February 28, 2019

	FY19 Budget	YTD Actual 2/28/19	YTD Budget 2/28/19	Variance
Staff Development	\$84,245	\$4,995	\$9,610	(48.0)%
Supplies	\$423,500	\$45,524	\$74,400	(38.8)%
Taxes	\$0	\$1,510	\$0	0.0 %
Telephone	\$46,274	\$6,261	\$7,696	(18.6)%
Uniforms	\$43,150	\$5,116	\$1,200	326.3 %
Utilities	\$816,500	\$84,037	\$118,000	(28.8)%
Other Expense	\$0	\$0	\$0	0.0 %
Total Other Expenses	\$6,734,628	\$652,505	\$1,022,267	(36.2)%
Total Expenses	\$16,289,032	\$2,100,718	\$2,506,184	(16.2)%
Net Surplus (Deficit) from Operations	(\$4,268,003)	(\$1,202,491)	(\$1,326,690)	(9.4)%
Non Operating Revenue and Expense				
Non Operating Revenue				
Measure Z Operating Funds	\$5,089,688	\$745,158	\$834,264	(10.7)%
Measure Z Capital Funds	\$0	\$986,951	\$0	0.0 %
Interest Income	\$120,000	\$19,985	\$20,000	(0.1)%
Investment Income	\$0	\$850,838	\$0	0.0 %
Board Designated Endowment Funds	\$10,000	\$10,150	\$1,670	507.8 %
City of Fresno Funds	\$0	\$0	\$0	0.0 %
Total Non Operating Revenue	\$5,219,688	\$2,613,082	\$855,934	205.3 %
Non Operating Expense				
Measure Z Depreciation	\$0	\$598,000	\$0	0.0 %
Measure Z Bank Fees	\$320	\$30	\$40	(25.0)%
Total Non Operating Expense	\$320	\$598,030	\$40	0.0 %
Total Non Operating Revenue and Expense	\$5,219,368	\$2,015,052	\$855,894	135.4 %
NET SURPLUS/(DEFICIT)	\$951,365	\$812,561	(\$470,796)	(272.6)%

February 2019

MTD Attendance				YTD Attendance				2018
	<u>2019</u>	<u>2018</u>	Increase/ Decrease		<u>2019</u>	<u>2018</u>	Increase/ Decrease	Unaudited
Attendance	31,479	61,149	-49%	Attendance	75,168	104,519	-28%	828,425
Paid	14,501	34,101	-57%	Paid	35,735	55,856	-36%	376,844
Members	11,825	19,908	-41%	Members	30,519	37,618	-19%	228,949
Group	2,834	3,518	-19%	Group	4,224	4,965	-15%	100,515
Other	2,319	3,622	-36%	Other	4,690	6,080	-23%	122,117
Giraffe Feeding	7,015	12,496	-44%	Giraffe Feeding	16,340	22,643	-28%	181,090
Capture Rate	22%	20%	9%	Capture Rate	22%	22%	0%	22%
Stingray Bay	7,543	15,833	-52%	Stingray Bay	17,324	27,615	-37%	221,055
Capture Rate	24%	26%	-7%	Capture Rate	23%	26%	-13%	27%
MTD Revenue				YTD Revenue				
	<u>2019</u>	<u>2018</u>	Increase/ Decrease		<u>2019</u>	<u>2018</u>	Increase/ Decrease	
Admissions	\$157,952	\$369,873	-57%	Admissions	\$383,237	\$600,341	-36%	\$4,229,990
Per Cap	\$5.02	\$6.05	-17%	Per Cap	\$5.10	\$5.74	-11%	\$5.11
Giraffe Feeding	\$19,034	\$35,998	-47%	Giraffe Feeding	\$45,165	\$63,530	-29%	\$517,267
Per Cap	\$0.60	\$0.59	3%	Per Cap	\$0.60	\$0.61	-1%	\$0.62
Stingray Bay	\$8,573	\$18,665	-54%	Stingray Bay	\$19,421	\$29,914	-35%	\$267,781
Per Cap	\$0.27	\$0.31	-11%	Per Cap	\$0.26	\$0.29	-10%	\$0.32
Membership	\$96,438	\$120,383	-20%	Membership	\$200,902	\$214,895	-7%	\$1,519,005
Contracted Services				Contracted Services				
	<u>2019</u>	<u>2018</u>	Increase/ Decrease		<u>2019</u>	<u>2018</u>	Increase/ Decrease	
Concessions	\$22,136	\$43,152	-49%	Concessions	\$52,616	\$71,415	-26%	\$681,024
Per Cap	\$0.70	\$0.71	0%	Per Cap	\$0.70	\$0.68	2%	\$0.82
Gift Shop	\$15,752	\$32,381	-51%	Gift Shop	\$34,321	\$49,909	-31%	\$464,914
Per Cap	\$0.50	\$0.53	-6%	Per Cap	\$0.46	\$0.48	-4%	\$0.56

Key:	
Equal to or ahead of 2018	
2% or less behind 2018	
More than 2% behind 2018	

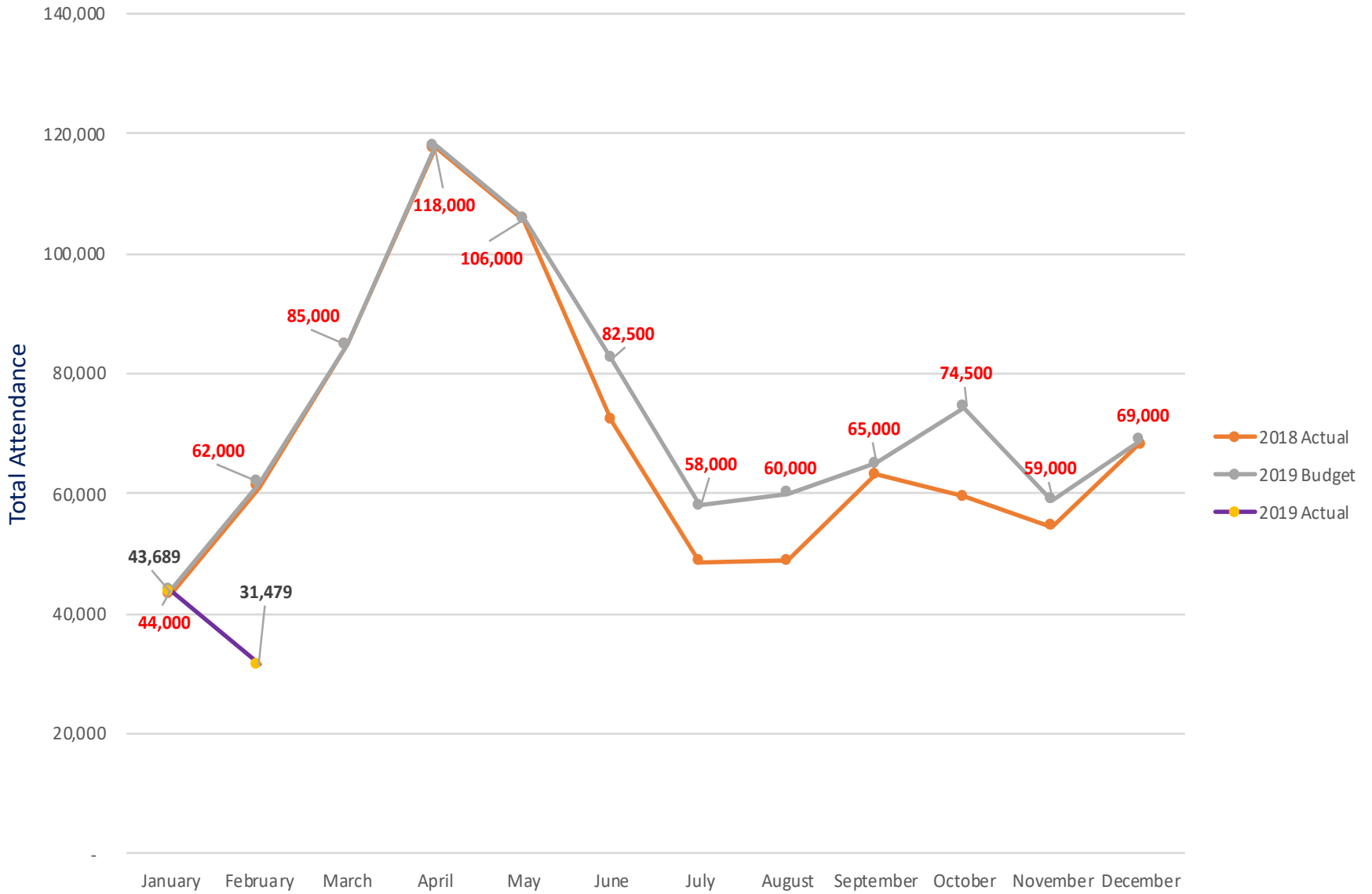
Fresno Chaffee Zoo
SUMMARY OF KEY INDICATORS
February 2019

	FY 19 Year-to-Date		
	Actuals	Budgeted	Difference
Attendance	75,168	106,000	(30,832)

	FY 19 Year-to-Date vs. Budget		
	Actuals	Budgeted	Difference
Revenue	\$898,227	\$1,179,494	(\$281,267)
Payroll	\$1,448,212	\$1,483,917	(\$35,705)
Operating Expenses	\$652,505	\$1,022,267	(\$369,762)
Net Surplus (Deficit)	(\$1,202,491)	(\$1,326,690)	\$124,199
Measure Z Operating	\$745,158	\$834,264	(\$89,106)

	FY 19 vs. FY 18 Year-to-Date		
	Feb-19	Feb-18	Difference
Attendance	75,168	104,519	(29,351)
Revenue	\$898,227	\$1,208,665	(\$310,438)
Payroll	\$1,448,212	\$1,233,632	\$214,580
Operating Expenses	\$652,505	\$650,660	\$1,845
Net Surplus (Deficit)	(\$1,202,491)	(\$675,627)	(\$526,864)
Measure Z Operating	\$745,158	\$654,147	\$91,011

Fresno's Chaffee Zoo Monthly Attendance by Year





FY 2019 March Board Financial Report

Summary of Financial Results YTD as of March 31, 2019

- Attendance of 168,852 was 11.6% less than the budgeted attendance of 191,000, and 10.9% less than the 2018 attendance of 189,448.
- Self-generated Revenue of \$1,990,313 was \$278,350 (12.3%) lower than budget and \$286,220 (13%) less than the same period last year due mainly to Admissions Revenue being \$139,465 (13.1%) under budget.
- Revenues directly tied to Admission, Food Services, Gift Shop, Grants and Fundraising, and Special Events were also below budget.
- Personnel Expenses were slightly below budget in total. Education was over budget due to budgeting errors. The Bird Show and Maintenance/Horticulture were under budget due to open positions. Visitor Services was under due to low attendance for February.
- Other expenses were 29% under budget due to the timing of expenses. Utilities are 14.5% above budget due to usage being greater than expected due to construction.

Discussion of Financial Results YTD as of March 31, 2019

Per Capita Data:

Area	2019	Budget	2018	Capture Rate 2019	Capture Rate 2018
Admissions	\$5.49	\$5.63	\$5.77	N/A	N/A
Concessions	\$0.79	\$0.80	\$0.76	N/A	N/A
Gift Shop	\$0.54	\$0.53	\$0.54	N/A	N/A
Giraffe Feeding	\$0.65	\$0.66	\$0.60	24%	21%
Stingray Bay	\$0.30	\$0.33	\$0.32	26%	28%

Fresno's Chaffee Zoo Corporation

Balance Sheet

March 31, 2019

	March 2019	March 2018
ASSETS		
Current Assets		
Cash	\$222,213	\$1,087,668
Short Term Investments-Retention	\$382,317	\$0
Accounts Receivable	\$2,354,543	\$729,978
Prepaid Expenses	\$525,514	\$48,744
Deferred Maintenance	\$155,384	\$0
Total Current Assets	<u>\$3,639,971</u>	<u>\$1,866,390</u>
Other Assets		
Long Term Investments	\$11,007,189	\$11,204,812
Buildings, Equipment, Vehicles, and Furniture (net)	\$3,771,451	\$2,893,232
Exhibits	\$61,194,698	\$61,555,039
Construction in Progress	\$6,725,940	\$4,229,508
Goodwill	\$115,366	\$0
Total Other Assets	<u>\$82,814,643</u>	<u>\$79,882,591</u>
TOTAL ASSETS	<u><u>\$86,454,614</u></u>	<u><u>\$81,748,981</u></u>
 LIABILITIES AND NET ASSETS		
Liabilities		
Accounts Payable and Accrued Liabilities	\$1,981,357	\$968,303
Line of Credit	\$1,419,086	\$759,548
Retention Payable	\$467,991	\$0
Total Liabilities	<u>\$3,868,434</u>	<u>\$1,727,850</u>
Net Assets		
Fund Balance-Unrestricted	\$81,016,799	\$78,867,979
Fund Balance-Temporarily Restricted	\$1,506,615	\$1,091,778
Fund Balance-Permanently Restricted	\$62,766	\$61,373
Total Net Assets	<u>\$82,586,180</u>	<u>\$80,021,131</u>
TOTAL LIABILITIES AND NET ASSETS	<u><u>\$86,454,614</u></u>	<u><u>\$81,748,981</u></u>

Fresno's Chaffee Zoo Corporation
Income Statement
For the Three Months Ended March 31, 2019

	FY19 Budget	YTD Actual 3/31/19	YTD Budget 3/31/19	Variance
REVENUE				
Self Generated Income				
Admissions	\$4,967,551	\$927,461	\$1,066,926	(13.1)%
Adopt an Animal	\$21,000	\$14,295	\$9,833	45.4 %
Behind the Scenes	\$118,725	\$17,192	\$28,675	(40.0)%
Education	\$416,050	\$48,898	\$56,574	(13.6)%
Food Services	\$708,050	\$133,295	\$162,350	(17.9)%
Gift Shop	\$466,480	\$91,851	\$106,960	(14.1)%
Giraffe Feeding	\$582,000	\$109,134	\$116,012	(5.9)%
Grants and Fundraising	\$453,000	\$54,806	\$125,750	(56.4)%
Group Event/Facility Rental	\$573,000	\$64,941	\$63,000	3.1 %
Membership	\$1,616,351	\$400,477	\$409,068	(2.1)%
Special Events	\$763,613	\$39,103	\$55,093	0.0 %
Stingray Exhibit	\$295,500	\$51,427	\$59,500	(13.6)%
Other Income	\$78,209	\$37,434	\$8,922	319.6 %
Dinosaur Exhibit Revenue	\$961,500	\$0	\$0	0.0 %
Total Self-Generated Revenue	\$12,021,029	\$1,990,313	\$2,268,663	(12.3)%
EXPENSES				
Personnel Expenses				
Administration	\$894,833	\$226,183	\$238,702	(5.2)%
Animal	\$3,421,151	\$914,101	\$911,375	0.3 %
Bird Show	\$278,595	\$55,101	\$73,732	(25.3)%
Behind the Scenes	\$84,216	\$19,995	\$22,308	(10.4)%
Education	\$953,213	\$291,203	\$251,613	15.7 %
Human Resources	\$229,990	\$59,306	\$61,295	(3.2)%
Information Technology	\$87,255	\$25,953	\$23,347	11.2 %
Maintenance/Horticulture	\$1,187,576	\$253,713	\$315,652	(19.6)%
Marketing/Membership/Development/Events	\$908,766	\$237,685	\$242,172	(1.9)%
Operations	\$110,711	\$29,011	\$29,497	(1.6)%
Veterinary	\$416,075	\$110,731	\$110,030	0.6 %
Visitor Services	\$982,023	\$239,812	\$262,335	(8.6)%
Total Personnel Expenses	\$9,554,403	\$2,462,796	\$2,542,057	(3.1)%

Fresno's Chaffee Zoo Corporation
Income Statement
For the Three Months Ended March 31, 2019

	FY19 Budget	YTD Actual 3/31/19	YTD Budget 3/31/19	Variance
Other Expenses				
Advertising	\$386,720	\$95,265	\$46,484	104.9 %
Animal Services	\$487,000	\$84,286	\$155,336	(45.7)%
Bank and Credit Card Fees	\$226,448	\$38,990	\$51,631	(24.5)%
Bird Show Expense	\$64,510	\$2,682	\$16,560	(83.8)%
Behind the Scenes Expense	\$10,975	\$17	\$6,200	(99.7)%
Community Support	\$0	\$0	\$0	0.0 %
Conservation	\$250,000	\$0	\$47,500	(100.0)%
Contracted Services	\$356,994	\$80,514	\$96,632	(16.7)%
Depreciation	\$540,000	\$90,000	\$135,000	(33.3)%
Dinosaur Exhibit Expense	\$825,000	\$102,489	\$177,768	(42.3)%
Dues and Subscriptions	\$58,990	\$26,905	\$22,156	21.4 %
Equipment Expense	\$192,259	\$50,213	\$54,888	(8.5)%
Event Expense	\$624,234	\$51,670	\$108,486	(52.4)%
Fleet Expense	\$23,246	\$4,720	\$4,999	(5.6)%
Food and Catering	\$52,915	\$1,575	\$4,685	(66.4)%
Insurance	\$198,000	\$32,558	\$49,500	(34.2)%
Interest Expense	\$14,000	\$7,131	\$10,000	(28.7)%
IT	\$87,543	\$15,791	\$21,299	(25.9)%
Mileage, Tolls, and Parking	\$2,820	\$52	\$820	(93.7)%
Miscellaneous Business Expenses	\$15,100	\$1,763	\$3,800	(53.6)%
Office Supplies	\$19,430	\$3,280	\$6,290	(47.9)%
Postage	\$57,665	\$9,888	\$16,055	(38.4)%
Printing	\$230,005	\$22,954	\$71,880	(68.1)%
Professional Services	\$163,900	\$57,421	\$36,250	58.4 %
Recognition	\$3,660	\$1,215	\$465	161.2 %
Recruiting	\$36,755	\$3,739	\$10,185	(63.3)%
Repairs and Replacements	\$343,780	\$31,301	\$88,510	(64.6)%
Signage	\$12,000	\$3,719	\$3,000	24.0 %
Specialized Services	\$37,010	\$11,065	\$14,898	(25.7)%

Fresno's Chaffee Zoo Corporation

Income Statement

For the Three Months Ended March 31, 2019

	FY19 Budget	YTD Actual 3/31/19	YTD Budget 3/31/19	Variance
Staff Development	\$84,245	\$13,095	\$24,610	(46.8)%
Supplies	\$423,500	\$75,988	\$115,075	(34.0)%
Taxes	\$0	\$1,510	\$0	0.0 %
Telephone	\$46,274	\$10,901	\$11,794	(7.6)%
Uniforms	\$43,150	\$7,550	\$26,150	(71.1)%
Utilities	\$816,500	\$215,282	\$188,000	14.5 %
Other Expense	\$0	\$0	\$0	0.0 %
Total Other Expenses	\$6,734,628	\$1,155,529	\$1,626,906	(29.0)%
Total Expenses	\$16,289,032	\$3,618,325	\$4,168,963	(13.2)%
Net Surplus (Deficit) from Operations	(\$4,268,003)	(\$1,628,011)	(\$1,900,300)	(14.3)%
Non Operating Revenue and Expense				
Non Operating Revenue				
Measure Z Operating Funds	\$5,089,688	\$1,286,656	\$1,379,108	(6.7)%
Measure Z Capital Funds	\$0	\$1,208,810	\$0	0.0 %
Interest Income	\$120,000	\$34,260	\$30,000	14.2 %
Investment Income	\$0	\$936,549	\$0	0.0 %
Board Designated Endowment Funds	\$10,000	\$10,150	\$2,503	305.5 %
City of Fresno Funds	\$0	\$0	\$0	0.0 %
Total Non Operating Revenue	\$5,219,688	\$3,476,425	\$1,411,611	146.3 %
Non Operating Expense				
Measure Z Depreciation	\$0	\$897,000	\$0	0.0 %
Measure Z Bank Fees	\$320	\$40	\$60	(33.3)%
Total Non Operating Expense	\$320	\$897,040	\$60	0.0 %
Total Non Operating Revenue and Expense	\$5,219,368	\$2,579,385	\$1,411,551	82.7 %
NET SURPLUS/(DEFICIT)	\$951,365	\$951,374	(\$488,749)	(294.7)%

March 2019

MTD Attendance				YTD Attendance				2018 Unaudited
	<u>2019</u>	<u>2018</u>	Increase/ Decrease		<u>2019</u>	<u>2018</u>	Increase/ Decrease	
Attendance	93,684	84,929	10%	Attendance	168,852	189,448	-11%	828,425
Paid	48,763	43,660	12%	Paid	84,498	99,516	-15%	376,844
Members	23,372	23,279	0%	Members	53,891	60,897	-12%	228,949
Group	15,008	10,978	37%	Group	19,232	15,943	21%	100,515
Other	6,541	7,012	-7%	Other	11,231	13,092	-14%	122,117
Giraffe Feeding	23,992	17,963	34%	Giraffe Feeding	40,332	40,606	-1%	181,090
Capture Rate	26%	21%	21%	Capture Rate	24%	21%	11%	22%
Stingray Bay	25,974	25,120	3%	Stingray Bay	43,298	52,735	-18%	221,055
Capture Rate	28%	30%	-6%	Capture Rate	26%	28%	-8%	27%
MTD Revenue				YTD Revenue				
	<u>2019</u>	<u>2018</u>	Increase/ Decrease		<u>2019</u>	<u>2018</u>	Increase/ Decrease	
Admissions	\$544,224	\$493,074	10%	Admissions	\$927,461	\$1,093,415	-15%	\$4,229,990
Per Cap	\$5.81	\$5.81	0%	Per Cap	\$5.49	\$5.77	-5%	\$5.11
Giraffe Feeding	\$63,969	\$50,458	27%	Giraffe Feeding	\$109,134	\$113,988	-4%	\$517,267
Per Cap	\$0.68	\$0.59	15%	Per Cap	\$0.65	\$0.60	7%	\$0.62
Stingray Bay	\$32,006	\$30,304	6%	Stingray Bay	\$51,427	\$60,218	-15%	\$267,781
Per Cap	\$0.34	\$0.36	-4%	Per Cap	\$0.30	\$0.32	-4%	\$0.32
Membership	\$199,575	\$177,339	13%	Membership	\$400,477	\$392,234	2%	\$1,519,005
Contracted Services				Contracted Services				
	<u>2019</u>	<u>2018</u>	Increase/ Decrease		<u>2019</u>	<u>2018</u>	Increase/ Decrease	
Concessions	\$80,678	\$72,397	11%	Concessions	\$133,295	\$143,812	-7%	\$681,024
Per Cap	\$0.86	\$0.85	1%	Per Cap	\$0.79	\$0.76	4%	\$0.82
Gift Shop	\$57,530	\$52,744	9%	Gift Shop	\$91,851	\$102,654	-11%	\$464,914
Per Cap	\$0.61	\$0.62	-1%	Per Cap	\$0.54	\$0.54	0%	\$0.56

Key:	
Equal to or ahead of 2018	
2% or less behind 2018	
More than 2% behind 2018	

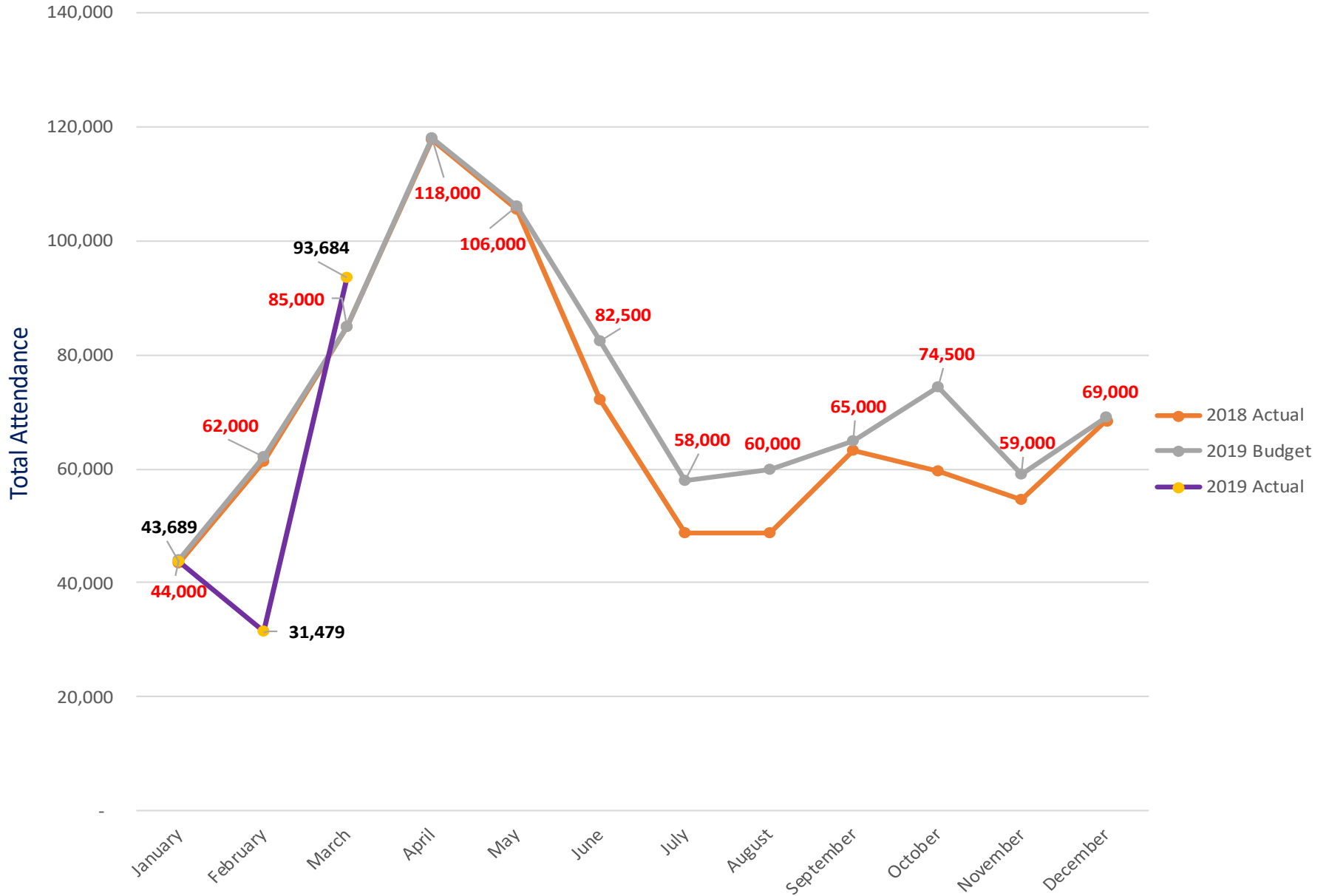
Fresno Chaffee Zoo
SUMMARY OF KEY INDICATORS
March 2019

	FY 19 Year-to-Date		
	Actuals	Budgeted	Difference
Attendance	168,852	191,000	(22,148)

	FY 19 Year-to-Date vs. Budget		
	Actuals	Budgeted	Difference
Revenue	\$1,990,313	\$2,268,663	(\$278,350)
Payroll	\$2,462,796	\$2,542,057	(\$79,261)
Operating Expenses	\$1,155,529	\$1,626,906	(\$471,377)
Net Surplus (Deficit)	(\$1,628,011)	(\$1,900,300)	\$272,289
Measure Z Operating	\$1,286,656	\$1,379,108	(\$92,452)

	FY 19 vs. FY 18 Year-to-Date		
	Mar-19	Mar-18	Difference
Attendance	168,852	189,448	(20,596)
Revenue	\$1,990,313	\$2,286,533	(\$296,220)
Payroll	\$2,462,796	\$2,155,804	\$306,992
Operating Expenses	\$1,155,529	\$1,102,790	\$52,739
Net Surplus (Deficit)	(\$1,628,011)	(\$972,061)	(\$655,950)
Measure Z Operating	\$1,286,656	\$1,143,104	\$143,552

Fresno's Chaffee Zoo Monthly Attendance by Year





Agenda Date: 05/29/19

DATE: May 29, 2019
TO: Fresno County Zoo Authority Board
FROM: Jose Reynoso, Zoo Authority Treasurer
SUBJECT: Zoo Authority Budget for Budget Year 2019-20

RECOMMENDED ACTION:

Approve and authorize the estimated revenues and appropriations for the 2019-2020 budget year.

ALTERNATIVE ACTION:

An alternative action is to solely use the Zoo Authority's Net Position, which was \$1,734,973 as of April 30, 2019.

DISCUSSION:

Expenditure appropriations for Other Services and Supplies remains the same as prior year while Professional and Specialized Services have decreased \$10,816 under the current year adopted budget.

The budget, as presented, would utilize none of the available net position from the Zoo Authority fund, assuming that all revenues and appropriations occur as outlined.

FISCAL IMPACT:

There are sufficient revenues, available net position, and proposed appropriations to cover the cost associated with Zoo Authority administration.



Fiscal Year 2019-20 Budget Proposal

Jose Reynoso
Treasurer
May 29, 2019

Summarized Proposed Budget vs Prior Year Adopted/Adjusted Budget



FRESNO COUNTY ZOO AUTHORITY Proposed Administrative Budget For Fiscal Year 2019-20

<u>Fiscal Summary</u>	<u>Draft Budget FY 2019-20</u>	<u>Adopted Budget FY 2018-19</u>
<u>Revenues</u>		
Measure Z Administration (2%)	\$ 315,190	\$ 271,297
Interest	25,000	12,500
Total Revenues	<u>\$ 340,190</u>	<u>\$ 283,797</u>
<u>Appropriations</u>		
Professional & Specialized Services	\$ 141,150	\$ 151,966
Other Services & Supplies	13,050	13,050
Contingency	185,991	118,781
Total Appropriations	<u>\$ 340,190</u>	<u>\$ 283,797</u>
Revenue in Excess of Appropriations	\$ -	\$ -
Available Net Position Used	\$ -	\$ -
Contracted FTE (Based on 2080 hrs):	0.72	0.93

Revenue Forecast

Fresno County Zoo Authority

Fiscal Year 2019-20 Revenue Estimates

	PRIOR YR		CURRENT FISCAL YEAR				FISCAL YEAR	
	2016-2017	2017-2018	2018-2019				2019-2020	
	ACTUAL TAX RECEIPTS	ACTUAL TAX RECEIPTS	ADOPTED BUDGET TAX	ACTUAL & ESTIMATED TAX	ADOPTED TO ACTUAL/ESTIMATED VARIANCE		REVENUE ESTIMATE MEASURE Z	REVENUE ESTIMATE (ZA 2%)
July	\$ 952,000	\$ 930,800	\$ 940,108	\$ 1,227,435	\$ 287,327	30.56%	\$ 1,264,258	\$ 25,285
August	1,269,300	1,241,000	1,228,590	928,052	(300,538)	-24.46%	900,210	18,004
September	1,181,071	1,391,154	1,377,242	1,171,132	(206,110)	-14.97%	1,159,421	23,188
October	941,400	933,300	951,966	1,619,199	667,233	70.09%	1,667,775	33,355
November	1,255,200	1,244,400	1,231,956	1,531,072	299,116	24.28%	1,577,004	31,540
December	1,188,304	1,452,570	1,408,993	1,392,262	(16,731)	-1.19%	1,378,339	27,567
January	955,400	951,900	923,343	1,345,542	422,199	45.73%	1,385,908	27,718
February	1,273,900	1,269,200	1,231,124	1,118,789	(112,335)	-9.12%	1,107,601	22,152
March	1,114,146	1,420,604	1,377,986	1,327,543	(50,443)	-3.66%	1,314,268	26,285
April	855,500	865,400	839,438	1,318,821	479,383	57.11%	1,358,386	27,168
May*	1,140,700	1,512,737	1,040,643	1,497,610	456,966	43.91%	1,542,538	30,851
June*	1,220,710	1,103,925	1,013,457	1,092,886	79,428	7.84%	1,103,815	22,076
Total	\$ 13,347,631	\$ 14,316,990	\$ 13,564,847	\$ 15,570,342	\$ 2,005,495	12.88%	\$ 15,759,523	\$ 315,190
							Estimated Interest Revenue (based on PY actuals)	\$ 25,000
							Total Projected Revenue	\$ 340,190

* Estimated Measure Z tax receipts

Draft Administrative Budget-Detail

Account	Account Description	Recommended Appropriations 2019-20
7040	Telephone Charges	\$ 250
7250	Memberships	500
7265	Office Expense	6,000
7268	Postage	1,000
7287	PeopleSoft Financials Charges	800
7295	Professional & Specialized Services	141,150
7296	Data Processing Services	1,500
7325	Publications & Legal Notices	500
7415	Trans, Travel & Education	2,500
	Total Services and Supplies	154,200
	Contingency	185,991
	Total Contingency	185,991
	Total Appropriations	\$ 340,190

Revenue Forecast

- The total estimated and actual Measure Z revenues for FY 2018-19 are \$15,570,342 resulting in a \$311,407 allocation to the Zoo Authority. This represents a 13% increase over budgeted amounts.
- Revenues for fiscal year 2019-20 are projected to increase by 1% and will reflect the 2018-19 expected totals of \$15,759,523. This provides \$315,190 for Zoo Authority operations.
- Interest revenues were determined by an analysis of the County of Fresno's investment pool rates, cash balances and prior year averages of interest receipts.

Professional & Specialized Services (\$)

- The recommended appropriations for account 7295 for fiscal year 2018-19 are \$141,150 which is a decrease under last year's adopted budget by 7%.
- The appropriations differed due to the following:
 - Coordinator rate increased to \$105.12 per CAO MSF rate compared to prior coordinator's \$75.93 rate, budgeted hours decreased from 1250 in PY to 800 .
 - Auditor-Controller hours have varied with the inclusion of new staff (Account Clerk, Supervising Account Clerk, Account II, Accounting & Financial Manager)
 - County Counsel hours will remain the same as PY budget

Professional Services Detail

2019-20 Proposed Budget

Estimated Professional & Specialized Services FY2019-20

Title	Budget Hours	Estimated Rates	Line Item % to 100%	FY19-20 Budget
Coordinator	800	\$ 105	60%	\$ 84,096
Account Intern	-	35	0%	-
Account Clerk I	220	48	8%	10,661
Supervising Account Clerk	170	75	9%	12,827
Accountant I	-	63	0%	-
Accountant II	170	75	9%	12,716
Senior Accountant	-	81	0%	-
A & F Manager	50	92	3%	4,590
A & F Division Chief	-	92	0%	-
Sup. Accountant	-	90	0%	-
County Counsel	80	122	7%	9,760
PWP - IT Website	-	-	2%	3,000
Audit Fees	-	-	2%	3,500
Total	1,490		100%	\$ 141,150

Professional Service Detail

Estimated Professional & Specialized Services FY2019-20 Prior Year Comparison

Title	2018-19 Budget Hours	2018-19 Actual Hours	2019-20 Budget Hours	Adjusted Budget % Variance	Original Budget % Variance
Coordinator	1,250	1,355	800	41%	36%
Account Intern	-	-	-	0%	0%
Account Clerk I	220	216	220	-2%	0%
Supervising Account Clerk II	170	114	170	-49%	0%
Accountant I	-	14	-	100%	0%
Accountant II	170	143	170	-19%	0%
Senior Accountant	-	-	-	0%	0%
A & F Manager	50	-	50	0%	0%
A & F Division Chief	-	8	-	100%	0%
Sup. Accountant	-	7	-	100%	0%
County Counsel	80	81	80	1%	0%
	1,940	1,938	1,490	-23%	-23%

Title	FY18-19 Original Budget	FY18-19 Actual Budget	FY19-20 Proposed Budget	Adjusted Budget % Variance	Original Budget % Variance
Coordinator	\$ 94,913	\$ 106,036	84,096	21%	11%
Account Intern	-	-	-	0%	0%
Account Clerk I	10,661	10,479	10,661	-2%	0%
Supervising Account Clerk	12,827	8,582	12,827	-49%	0%
Accountant I	-	879	-	100%	0%
Accountant II	12,716	10,659	12,716	-19%	0%
Senior Accountant	-	-	-	0%	0%
A & F Manager	4,590	-	4,590	0%	0%
A & F Division Chief	-	740	-	100%	0%
Sup. Accountant	-	627	-	100%	0%
County Counsel	9,760	9,882	9,760	1%	0%
	\$ 145,466	\$ 147,885	\$ 134,650	-9%	-7%

* Actual hours through 3rd Quarter, estimated 4th Quarter



Fiscal Year 19-20 Budget Approval

- Motion to approve the budget as recommended or subject to changes discussed during board meeting (if applicable).