

### FRESNO COUNTY ZOO AUTHORITY MEETING

9:00 am, Wednesday, January 25, 2012

Fresno County Employees' Retirement Association 1111 H Street, Fresno, CA 93721 (559) 457-0681

### **AGENDA**

- 1. Call to Order by Chairman Paul Clark
- 2. Nominations and election of 2012 Chair and Vice Chair
- 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. Time will be made available for comments from the public 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 Consent Calendar.

- A. Review and approve minutes of November 30, 2011
- B. Review and approve payment of County of Fresno invoice for Professional and Specialized Services in the amount of \$40,794.14 for November and December 2011
- C. Approve Treasurer's Reports for November and December 2011
- 5. Receive Fresno Chaffee Zoo Director's report
- Receive Fresno Chaffee Zoo Treasurer's report for the months of November and December 2011

- 7. Approve Fresno's Chaffee Zoo Corporation 2012 Measure Z Operating Budget of \$3,449,880 for personnel and bank fees.
- 8. Approve Fresno's Chaffee Zoo Corporation 2012 Measure Z Capital Budget of \$595,120 for renovations to existing exhibits, a digital x-ray system, animal acquisition and transportation, and bank fee reimbursement of 12 Capital claims.
- 9. Fresno County Zoo Authority 201-12 annual budget
  - Approve transfer of \$56,296 within the FY 2011-12 Zoo Authority Administrative Organization 9810 budget from Appropriations for Contingencies to Professional and Specialized Services;
  - b. Approve increase of the FY 2011-12 appropriations and estimated revenues in the Zoo Authority Administrative Organization 9810 budget in the amount of \$10,000.
- 10. Receive staff reports
- 11. Set next meeting date. Available dates include:

Wednesday, February 29, 2012 Wednesday, March 28, 2012 Wednesday, April 25, 2012

- 12. Chair's comments
- 13. Board Member comments
- 14. Adjournment

All supporting documentation is available for public review in the office of the Fresno County Zoo Authority, 2220 Tulare Street, 6<sup>th</sup> Floor, 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.



### FRESNO COUNTY ZOO AUTHORITY MEETING

9:00 am, Wednesday, November 30, 2011

Fresno County Employees' Retirement Association 1111 H Street, Fresno, CA 93721 (559) 457-0681

### **ACTION SUMMARY MINUTES**

1. Call to Order by Vice Chairman John Gray

VICE-CHAIRMAN GRAY CALLED THE MEETING TO ORDER AT 9:03 AM. A QUORUM OF MEMBERS JOHN GRAY, GERALD LYLES, KENT STRATFORD, AND RALPH WATERHOUSE WERE PRESENT. CHAIRMAN PAUL CLARK, MEMBERS PAUL TOSTE AND ASHLEY SWEARENGIN WERE ABSENT.

### 2. 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. Time will be made available for comments from the public 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; RECEIVED COMMENTS FROM ROEDING FAMILY COUNSEL RICHARD HARRIMAN, AND CITIZENS LISA FLORES AND JOAN LE ROUX.

### 3. 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 Consent Calendar.

- A. Review and approve minutes of September 28, 2011
- B. Review and approve payment of County of Fresno invoice for Professional and Specialized Services in the amount of \$26,013.84 for September and October 2011
- C. Approve Treasurer's Reports for September and October 2011

APPROVED; GL/KS - PC & AS ABSENT - VOTE 5 AYES, 0 OPPOSED. MEMBER TOSTE ARRIVED AT 9:11 AM.

4. Receive Fresno County Zoo Authority audit report from Price, Paige and Company

RECEIVED; MEMBER SWEARENGIN ARRIVED AT 9:20 AM

FAUSTO HINOJOSA OF PRICE PAIGE AND COMPANY PRESENTED THE AUDIT REPORT, AND EXPRESSED HIS APPRECIATION FOR THE ASSISTANCE OF FRESNO COUNTY AND AUTHORITY STAFF.

PUBLIC COMMENTS WERE RECEIVED FROM JOAN LE ROUX AND LISA FLORES.

5. Approve final draft of Zoo Authority 2010-11 annual report

APPROVED WITH CORRECTIONS; GL/KS - PC ABSENT - 6 AYES, 0 OPPOSED - PC ABSENT

BOARD COORDINATOR CATHY CROSBY PRESENTED THE DRAFT AND PRAISED GINA BARR, COUNTY OF FRESNO GRAPHIC ARTIST ON HER EXCELLENT WORK ON THE REPORT.

6. Receive Fresno Chaffee Zoo Treasurer's report for the months of September and October 2011.

RECEIVED - PC ABSENT FRESNO CHAFFEE ZOO DIRECTOR OF FINANCE BRIAN GOLDMAN PRESENTED THE FINANCIAL REPORTS, AND HIGHLIGHTED THE EXCELLENT ATTENDANCE AND REVENUE FIGURES THAT WERE WELL AHEAD OF PROJECTIONS.

PUBLIC COMMENTS WERE RECEIVED FROM JOAN LE ROUX AND RICHARD HARRIMAN.

7. Receive Fresno Chaffee Zoo Director's reports

RECEIVED - PC ABSENT CHAFFEE ZOO DIRECTOR SCOTT BARTON REPORTED THAT ATTENDANCE WAS 12% AHEAD OF LAST YEAR; ZOO BOO INCREASED ABOUT 25%; AND THE FIRST WEEKEND OF ZOO LIGHTS WAS 30% GREATER THAN LAST YEAR.

MR. BARTON REPORTED THAT SEA LION COVE IS ON SCHEDULE AND ON BUDGET, AND AT THE VERY MOMENT, THE ACRYLIC UNDERWATER VIEWING PANEL WAS BEING INSTALLED. IN DECEMBER, THEY WOULD START TESTING IT FOR LEAKS. HE PRAISED THE LOCAL SUBCONTRACTORS THAT WERE BEING USED, AND STATED THAT THEY WERE VERY TALENTED AND SOME OF THE BEST THAT HE HAD EVER WORKED WITH.

MR. BARTON REPORTED THAT THE AFRICA EXHIBIT IS IN THE INITIAL DESIGN PHASES, AND THEY ARE IN CONTACT WITH BOTH STATE AND FEDERAL AGENCIES. THE ZOO HAS ALSO BEEN MEETING WITH THE CITY OF FRESNO REGARDING PARKS IMPROVEMENTS; STORM WATER DRAINAGE, FIBER OPTICS

AND ELECTRICAL IMPROVEMENTS, AND THE SHARING OF COSTS. THIS WILL ADDRESSED IN A FUTURE ZOO AUTHORITY MEETING.

PUBLIC COMMENT WAS RECEIVED FROM JOAN LE ROUX.

8. Adopt Resolution regarding Fresno's Chaffee Zoo Corporation capital projects bid policy.

APPROVED – GL/RW, PC ABSENT; 6 AYES, 0 OPPOSED BOARD COUNCIL ZACK REDMOND LED THE DISCUSSION. MICHELLE TUCKER, CONSTRUCTION INDUSTRY FORCE ACCOUNT COUNCIL CENTRAL REGION REPRESENTATIVE, JOAN LE ROUX, MR. LARSON, COUNCIL FOR THE CHAFFEE ZOO, AND LISA FLORES ALSO ADDRESSED THE BOARD.

9. Discuss and provide direction to staff regarding the selection of independent auditor for fiscal years 2012, 2013, and 2014. Based on direction provided, staff will return to the Board in the future with a Board Agenda Item and contract for your approval.

HEL - PC ABSENT MEMBER LYLES ABSTAINED FROM THE DISCUSSION. JEFF BLANKS, BOARD ACCOUNTANT, LED THE DISCUSSION INFORMING THE BOARD THAT THE CONTRACT WITH PRICE PAIGE AND COMPANY IS ENDING. STAFF WAS DIRECTED TO CONTINUE WITH THE COST-EFFECTIVE CHOICE TO PIGGYBACK ON THE COUNTY OF FRESNO'S CONTRACT.

10. Receive staff reports

### NO STAFF REPORTS

- 11. Future meeting dates
  - a. Adopt 2012 calendar of reserved meeting dates
  - b. Set next meeting date. Available dates include:

Wednesday, December 28, 2011 Wednesday, January 25, 2012 Wednesday, February 29, 2012

APPROVED 2012 CALENDAR OF RESERVED MEETING DATES, AND HOLDING THE NEXT REGULAR MEETING ON WEDNESDAY, JANUARY 25, 2012. JG/PT, PC ABSENT - VOTE 6 AYES, 0 OPPOSED

12. Chair's comments

HELD, NO COMMENTS RECEIVED

13. Board Member comments

**HELD, NO COMMENTS RECEIVED** 

14. Adjournment

THERE BEING NO FURTHER BUSINESS BEFORE THE BOARD, VICE-CHAIRMAN JOHN GRAY ADJOURNED THE MEETING AT 10:14 AM.

### Agenda Item 4b



January 25, 2012

Invoice for Professional Services in Support of the Zoo Authority Billing Hours and Expenses for November and December 2011

Invoice Number 1112-ZOO-012512

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

Department / Title	Hours	Rate	Cost	Fiscal Year '11
Financial Reporting & Audits				
Supervising Accountant	90.65	\$83.75	\$7,607.19	
Senior Accountant	58.50	78.54	4,530.35	
Accountant II	150.65	69.13	17,928.31	
Public Works & Planning				
Analyst III	103.40	60.16	6,220.55	
Office Assistant	1.00	25.83	25.83	Company of the Company of the Company
County Counsel				
Deputy County Counsel	52.50	113.00	4,463.50	The state of the s
Professional Services Total	567.20		\$40,775.73	\$96,140.97
Office Expenses				
Copies and Supplies			18.41	
Office Expense Total		_	\$18.41	\$413.57
	Invo	oice Total	\$40,794.14	\$96,554.54



### Fresno County Zoo Authority Treasurer's Report Unaudited Cash Basis For the Month Ended November 30, 2011

Net Increase/Decrease) to Cash	Summary of Measure Z	Proceeds		
Measure Z - Sales Tax Proceeds	Tay Proceeds F	Paceived:		
Tax Proceeds Allocation to Zoo Authority Fund (2%)			\$	878.500.00
Allocation to Trust Fund for Operations and Capital Projects (98%)   860,030.00   \$ 878,500.00	,		*	0,000.00
Total Proceed Allocations   S 878,500.00				
Cash Balance by Fund				
Administrative Fund		Total Troucca Allocations	<u>. D</u>	070,000
Receipts: - Measure Z Sales Tax Proceeds   17,570,00				
Receipts	Zoo Authority Fund			
Disbursements	Receints:		<u> </u>	
Net Increase/(Decrease) to Cash	1. 1. 10 1 1.1 1.1 1.1 1.1 1.1 1.1 1.1 1	otini. Hasta adalah da kalangi haji hijah dipinarat kangun kelatur tersasi da kalangin da kalangi da ki		processors and a second of the contract of the
Ending Cash Balance - Zoo Authority Administrative Fund		Net Increase/(Decrease) to Cash		
Trust Fund for FCZC Operations and Capital Projects	W-12-1-1-1-1-1-1-1-1-1-1-1-1-1-1-1-1-1-1		\$	
Beginning Cash Balance   \$ 48,642,431.81				
Segment	Trust Fund for EGZG OD		c	48 642 424 94
Receipts		>> Operations Fund	Ψ.	40,042,451.01
Disbursements				
Net Increase/(Decrease) to Cash   286,976,67     Ending Cash Balance - Available for Operations   \$ 3,890,508.71				286,976.67
Ending Cash Balance - Available for Operations	Disoursements	And the second s		
>> Capital Facilities Project Fund Beginning Cash Balance \$ 45,038,899:77. Receipts: - Measure Z Sales Tax Proceeds 573,953,33 Disbursements - FCZC Capital Projects Claim #2011-2C dated 10/10/11. (383,579.95) - FCZC Capital Projects Claim #2011-3C dated 10/27/11. (609,158.74) - Wire Fee (20,000) - Nat Increase/(Decrease) to Cash (418,805:37) - Ending Cash Balance - Available for Capital Projects 44,620,094.40 - Ending Balance Available for Operations and Capital Projects \$ 48,510,603.11.  Total Interest Received During the Month			<u> </u>	
Beginning Cash Balance   \$ 45,038,899.77     Receipts:				0,000,000,71
Receipts:		A STATE OF THE PROPERTY CONTRACTOR OF THE PROPERTY OF THE PROP		
Disbursements - FCZC Capital Projects: Claim #2011-2G dated 10/10/11 (383,579.95) - FCZC Capital Projects Claim #2011-3C dated 10/27/11 (609,158.74) - Wire Fee (20.00) - Net Increase/(Decrease) to Cash (418,805.37) - Ending Cash Balance - Available for Capital Projects 44,620,094.40 - Ending Balance Available for Operations and Capital Projects \$ 48,510,603.11 - Total Interest Received During the Month  - Date  By Staff Date	P354515		5	
- FCZC Capital Projects Claim #2011:3C dated 10/27/11. (609;158.74) - Wire Fee (20.00)  Net Increase/(Decrease) to Cash (418,805:37) Ending Cash Balance - Available for Capital Projects 44,620,094.40  Ending Balance Available for Operations and Capital Projects \$ 48,510,603:11.  Total Interest Received During the Month:  Date				
- Wire Fee. (20.00) Net Increase/(Decrease) to Cash (418,805:37) Ending Cash Balance - Available for Capital Projects (44,620,094.40) Ending Balance Available for Operations and Capital Projects (548,510,603:11)  Total Interest Received During the Month  By Staff Date				***************************************
Net:Increase/(Decrease):to Cash (418,805:37)  Ending Cash Balance - Available for Capital Projects (44,620,094.40)  Ending Balance Available for Operations and Capital Projects (5,48,510,603:11)  Total Interest Received During the Month  By Staff Date				
Ending Cash Balance - Available for Capital Projects 44,620,094.40  Ending Balance Available for Operations and Capital Projects \$ 48,510,603;11.  Total Interest Received During the Month -  By Staff		Net Increase/(Decrease) to Gash		
Total Interest Received During the Month  By Staff Date		Ending Cash Balance - Available for Capital Projects		
By Staff Date		Ending Balance Available for Operations and Capital Projects	S	48,510,603.11
		Total Interest Received During the Month		
		•		
	By Staff	Date		
Accepted Date				
Accepted Date				
	Accepted	Date		

<sup>\*</sup> Interest receipts are recorded in the month received rather than in the month earned and were calculated on an annual percentage rate of 1.436 as of June 30, 2011.



### Fresno County Zoo Authority

		wa kata ka wa ma	SUMMA	ENACODE (VIEWS	(3) [N = 72(3)]	14#S\7174VX(12	[[(이어리티미승)			
						<u> </u>		CURRENT FISCA	AL YEAR	
	2005-2006	2006-2007	2007-2008	2008-2009	2009-2010	2010-2011		2011-2012		
	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ACTUAL	BUDGETED	ACTUAL	BUDGET TO A	CTUAL
	TAX RECEIPTS	TAX RECEIPTS	TAX RECEIPTS	TAX RECEIPTS	TAX RECEIPTS	TAX RECEIPTS	TAX RECEIPTS	TAX RECEIPTS	VARIANO	CE
July	\$ 700,400	\$ 671,500	\$ 819,900	\$ 813,500	\$ 671,700	\$ 659,300	\$ 659,300	\$ 719,800	\$ 60,500	9.18%
August	933,800	895,400	1,093,200	1,084,700	885,300	857,600	857,600	921,200	63,600	7.42%
September	764,524	1,453,498	1,060,279	930,087	810,940	895,691	895,691	1,057,603	161,912	18.08%
October	705,400	679,300	853,500	792,200	678,000	677,000	677,000	694,100	17,100	2.53%
November	940,500	1,471,000	1,138,000	1,056,300	743,300	879,500	879,500	878,500	(1,000)	-0.11%
December	1,324,459	1,047,118	827,112	872,815	971,061	932,350	932,350			
January	676,000	813,700	831,200	766,900	719,900	710,700	710,700			
February	901,300	1,081,800	1,108,200	841,000	944,000	919,900	919,900			
March**	1,319,000	905,577	762,907	959,801	628,563	821,858	821,859			
April	678,900	748,000	699,000	652,000	594,300	618,400	618,400			
May	905,200	997,300	932,000	860,800	847,200	876,500	817,100			
June	1,113,269	900,178	1,026,580	730,781	821,511	963,040	817,100			
Total	\$ 10,962,752	\$ 11,664,371	\$ 11,151,878	\$ 10,360,884	\$ 9,315,775	\$ 9,811,839	\$ 9,606,500	\$ 4,271,203	\$ 302,112.00	9.78%

TOTAL MEASURE Z PROCEEDS FROM INCEPTION \$ 68,240,555.10

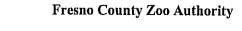


### Fresno County Zoo Authority Treasurer's Report Unaudited Cash Basis For the Month Ended December 31, 2011

Summary of Measure Z	Proceeds		
Tax Proceeds	Received:		
	- Measure Z - Sales Tax Proceeds**	\$	-
Tax Proceeds			
	- Allocation to Zoo Authority Fund (2%)		-
	<ul> <li>Allocation to Trust Fund for Operations and Capital Projects (98%)</li> <li>Total Proceed Allocations</li> </ul>		
	Total Froces Allocations	Ψ	
Cash Balance by Rund			
Zoo Authority Fund	>> Administrative Fund 2%		
	Beginning Cash Balance	\$	769,336.93
Receipts:	Measure Z Sales Tax Proceeds     Interest Received		0.550.40
Dishursements	: - PeopleSoft Charges		2,559.12 (136,36)
	Net Increase/(Decrease) to Cash		2,422.76
	Ending Cash Balance - Zoo Authority Administrative Fund	\$	771,759.69
Trust Fund for Fe26 0	perations and Capital Projects 98%		
	Beginning Cash Balance >> Operations Fund	<b>5</b>	48,510,603.11
	Beginning Cash Balance		3,890,508.71
Receipts:	= Measure Z Sales Tax Proceeds		
	- Interest Received		12,082.13
Disbursements	s:: - FGZC Operations Claims #2011-10 dated 11/15/11		(243,795,88)
	FCZG Operations Claims #2011-11 dated 12/7/11		(226,427.59)
	- Wire Fees		(20.00)
	Net Increase/(Decrease) to Cash Ending Cash Balance - Available for Operations	<b>S</b>	(458;161,34) 3,432,347,37
	Ename Octor Delantos - Available for Operations		3,432,347.37
	>> Capital Facilities Project Fund		
	Beginning Cash Balance	<b></b>	44,620,094.40
Receipts:	Measure Z Sales Tax Proceeds		
5,,	- Interest Received		149,669,81
Disbursements			(535,534.25)
	- Wire Fee		(10.00)
	Net Increase/(Decrease) to Cash Ending Cash Balance - Available for Capital Projects		(385,874,44) 44,234,219.96
			44,254,219.96
	Ending Balance Available for Operations and Capital Projects	\$	47,666,567.33
	Total Interest Received During the Month		164,311.06
D., C4_44			
By Staff	Date		
Accepted	Date		

<sup>\*</sup> Interest receipts are recorded in the month received rather than in the month earned and were calculated on an annual percentage rate of 1.436 as of June 30, 2011.

<sup>\*\*</sup>NOTE: Due to timing of the deposit, December Measure Z Sales Tax Revenue hit on January 2, 2012; thus, the January Treasurer's Report will show 2 separate deposits





					SUMM	ΑF		ġ.	UREZS		EST/AX	P.	(00EE0)\$						
														С	URRENT FIS	CAL	YEA	R	
		005-2006	2006-2007		2007-2008		2008-2009	7	2009-2010		2010-2011				2011-2012				
		ACTUAL	ACTUAL		ACTUAL		ACTUAL		ACTUAL		ACTUAL	В	UDGETED		ACTUAL		BUD	GET TO A	CTUAL
	TAX	RECEIPTS	TAX RECEIPT	S T	AX RECEIPTS	TA	X RECEIPTS	TA	X RECEIPTS	TA.	X RECEIPTS	TA	X RECEIPTS	T	AX RECEIPTS	_		VARIAND	E
July	\$	700,400	\$ 671,50	3 5	619,900	\$	813,500	\$	671,700	\$	659,300	5	659,300	5	719,800	\$		60,500	9.18%
August		933,800	895,40	)	1,093,200		1,084,700		885,300		857,600		857,600		921,200			63,600	7.42%
September		764,524	1,453,49	3	1,060,279		930,087		810,940		895,691		895,691		1,057,603			161,912	18.08%
October		705,400	679,30	)	853,500		792,200		678,000		677,000		677,000		694,100			17,100	2.53%
November		940,500	1,471,00	)	1,138,000		1,056,300		743,300		879,500		879,500		878,500			(1,000)	-0.11%
December		1,324,459	1,047,11	1	827,112		872,815		971,061		932,350		932,350		-	•	(	932,350)	-100.00%
January		676,000	813,70	}	831,200		766,900		719,900		710,700		710,700						
February		901,300	1,081,80	)	1,108,200		841,000		944,000		919,900		919,900						
March**		1,319,000	905,57	<b></b>	762,907		959,801		628,563		621,858		821,859						
April		678,900	748,00	)	699,000		652,000		594,300		618,400		618,400						
May		905,200	997,30	)	932,000		860,800		847,200		876,500		817,100						
June		1,113,269	900,17	1	1,026,580		730,781		821,511		963,040		817,100						
Total .	\$	10,962,752	\$ 11,664,37	\$	11,151,878	\$	10,360,884	\$	9,315,775	<u>\$</u>	9,811,839	\$	9,606,500	\$	4,271,203	\$	(630	,238.00)	-20.40%

\*To be updated in Jan

TOTAL MEASURE Z PROCEEDS FROM INCEPTION \$ 68,240,555.10



### Fresno County Zoo Authority Receipt of Interest Unaudited Cash Basis For the Month Ended December 31, 2011

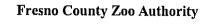
	Sumr	mary of Quarter Two	Int	erest Recei	pts	· · · · · · · · · · · · · · · · · · ·
		··· -	2	2nd Alloc		Interest
Fund	Subclass	Description		Dec		Received
				,		
4845	10000	Zoo Authority	\$	2,559.12	\$	2,559.12
4850	10000	FCZC - Operations		12,082.13		12,082.13
4850	42700	FCZC - CP		149,669.81		149,669.81
Total			\$	164,311.06	\$	164,311.06
				- 1111		



### Fresno County Zoo Authority Treasurer's Report Unaudited Cash Basis For the Quarter Ended December 31, 2011

Summary of Measure Z P	roceeds			
Tax Proceeds Ro	eceived; Measure Z - Sales Tax Proceeds		\$	1,572,600.00
				1,072,000.00
Tax Proceeds Al	located: Allocation to Zoo Authority Fund (2%)			21 452 00
	Allocation to Trust Fund for Operations a		_	31,452.00 1,541,148.00
	Total Proceed Allocation	ns	\$	1,572,600.00
Cash Balance By Fund Zoo Authority Fund >	> Administrative Fund	2%		
	Beginning Balance		<u> </u>	766,968.25
Réceipts:	<ul> <li>Measure Z Sales Tax Proceeds</li> <li>Interest Received</li> </ul>			31,452,00 3,253,98
Disbursements	Other Charges for Current Services     Professional Services			(29,703.20)
	- Office Expenses			. (43.36)
	- PeopleSoft Charges  Net Increase/(Decrease) to Cash			(167.98) 4,791.44
	Ending Cash Balance - Zoo Authority	Adminstrative Fund	\$	771,759.69
Trust Fund for Operation	s and Capital Projects	98%		
>	Beginning Balance for Operations and C > Operations Fund	àpital Projects	\$	48,681,075.76
Receipts!	Beginning Cash Balance - Measure Z Sales Tax Proceeds			3,599,116.31
песеріз.	- Measure 2 Sales Fax Proceeds - Interest Received			513,716,00 15,362.69
Disbursements	FCZC Operations Claim #2011-9     FCZC Operations Claim #2011-10			(225,594.16)
	= FCZC Operations Claim #2011=11			(243,795,88) (226,427,59)
	- Wire Fees Net Increase/(Decrease) to Cash			(30.00) (166,768.94)
	Ending Cash Balance - Available for (	)perations	\$	3,432,347.37
>	> Capital Facilities Project Fund			
Receipts:	Beginning Balance - Measure Z Sales Tax Proceeds		S	45,081,959.46 1,027,432.00
Disbursements:	<ul> <li>Interest Received</li> <li>FCZC Capital Projects Claim #2011-1C.</li> </ul>			190 308 44 (537 166 99)
	FCZC Capital Projects Claim #2011-2C			(383,579,96)
	FCZC Capital Projects Claim #2011-3C FCZC Capital Projects Claim #2011-4C			(609,158.74) (535,534.25)
	Wire Fees Net Increase/(Decrease) to Cash			(40.00) (847,739,50)
	Ending Cash Balance - Available for C	Capital Projects		44,234,219.96
	Ending Balance Available for Operation	ons and Capital Projects	5	47,666,567,33
	Total Interest Received During the Qu	arter		208,925.11
By Staff		Date		
•				
Accepted		Date		
·				

<sup>\*</sup> Interest receipts are recorded in the month received rather than in the month earned and were caluclated on an annual percentage rate of 1.436 as of June 30, 2011.





### SUMMARY OF MEASURE ZSAMES WAY PROPERTIES

								CURRENT FISC	AL YEAR	
	2005-2006	2006-2007	2007-2008	2008-2009	2009-2010	2010-2011		2011-2012		
	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ACTUAL	BUDGETED	ACTUAL	BUDGET TO A	ACTUAL
	TAX RECEIPTS	TAX RECEIPTS	TAX RECEIPTS	TAX RECEIPTS	TAX RECEIPTS	TAX RECEIPTS	TAX RECEIPTS	TAX RECEIPTS	VARIAN	CE
July	\$ 700,400	\$ 671,500	\$ 819,900	\$ 813,500	\$ 671,700	\$ 659,300	\$ 659,300	\$ 719,800	\$ 60,500	9.18%
August	933,800	895,400	1,093,200	1,084,700	885,300	857,600	857,600	921,200	63,600	7.42%
September	764,524	1,453,498	1,060,279	930,087	810,940	895,691	895,691	1,057,603	161,912	18.08%
October	705,400	679,300	853,500	792,200	678,000	677,000	677,000	694,100	17,100	2.53%
November	940,500	1,471,000	1,138,000	1,056,300	743,300	879,500	879,500	878,500	(1,000)	-0.11%
December	1,324,459	1,047,118	827,112	872,815	971,061	932,350	932,350	- •	(932,350)	-100.00%
January	676,000	813,700	831,200	766,900	719,900	710,700	710,700			
February	901,300	1,081,800	1,106,200	841,000	944,000	919,900	919,900			
March**	1,319,000	905,577	762,907	959,801	628,563	821,656	821,859			
April	678,900	748,000	699,000	652,000	594,300	618,400	618,400			
May	905,200	<del>99</del> 7,300	932,000	860,800	847,200	876,500	817,100			
June	1,113,269	900,178	1,026,580	730,781	821,511	963,040	817,100			
Total	\$ 10,962,752	S 11,664,371	S 11,151,878	\$ 10,360,884	\$ 9,315,775	\$ 9,811,839	\$ 9,606,500	\$ 4,271,203	\$ (630,238.00)	-20.40%

\*To be updated in Jan

TOTAL MEASURE Z PROCEEDS FROM INCEPTION \$ 68,240,555.10



## Fresno County Zoo Authority Receipt of Interest Unaudited Cash Basis For the Quarter Ended December 31, 2011

		Summary of Quar	ter	Two Interes	t Receipts	·
			•	1st Alloc.	2nd Alloc	Interest
Fund	Subclass	Description		Oct	Dec	Received
						<del></del>
4845	10000	Zoo Authority		694.86	\$ 2,559.12	\$ 3,253.98
4850	10000	FCZC - Operations		3,280.56	12,082.13	15,362.69
4850	42700	FCZC - CP		40,638.63	149,669.81	190,308.44
Total			\$	44,614.05	\$ 164,311.06	\$ 208,925.11
					***	-



FY11 November Financial Report

Presented to the Board of Directors

**December 8, 2011** 

# **Discussion of Financial Results**

## Key Figures:

- Self Generated Revenue is 5.0% ahead of the YTD budget\*
- Total Operating Expenses are 9.8% under the YTD budget.
- The YTD operating surplus @ 11/30/11 is \$233,130.
- Attendance is 11.9% ahead of the YTD attendance goal of 425,000.
- Admission revenue is 11.6% ahead of the YTD budget of \$1,412,533
- Education has exceeded their revenue goal for the year.
- Admission, Concessions, Giraffe Feeding, and Stingray Exhibit have all exceeded their annual goals.

### Attendance:

- Attendance for November 2011 was 18,320 compared to 18,575 for the same period last year, a decrease of
- Member attendance for November 2011 was 4,841 compared to 5,813 for the same period last year, a decrease of 17%
- YTD attendance @ November 30, 2011 was 475,761 compared to 422,409 for the same period last year, an increase of 13%.
- 2011 attendance goal is 443,000
- 2010 attendance was 443,251.
- 2009 attendance was 418,285

<sup>\*</sup> Excludes Investment Income (unrealized gain/loss on investments) and capital fundraising.

# Discussion of Financial Results

## Contracted Revenue:

November Concession Revenue:

2011 Revenue: \$5,619 2011 Per Cap: \$0.31

2010 Revenue: \$4,572 2010 Per Cap: \$0.25

November 2011 revenue increased 23% and per caps increased 24% over November 2010.

November Retail Revenue;

2011 Revenue: \$5,712 2011 Per Cap: \$0.31

2010 Revenue: \$6,446 2010 Per Cap: \$0.35

November 2011 revenue decreased 11% and per caps decreased 11% over November 2010.

## Investments

Endowment valued at \$2,868,527 at November 30, 2011 compared to \$2,908,391 at October 31, 2011.

Cash and investments, excluding endowments, totaling \$5,703,503 at November 30, 2011 compared to \$6,029,161 at October 31, 2011.

## Accounts Receivable

Accounts receivable totaling \$1,319,264 at November 30, 2011 compared to \$1,565,073 at October 31, 2011.

## Measure Z @ 10/31/11

 Operating Funds balance: Capital Funds balance:

\$ 3,603,532 \$45,038,900 \$48,642,432

# Fresno's Chaffee Zoo Corporation . Balance Sheet

November 2011

			1
\$12,146,885	\$14,045,080	\$13,526,384	
-		•	
S11,454,495	S12,788,175	\$12,978,006	1
536,537	536,284	535,682	
\$596,808	\$624,249	5635,590	
510,821,150	\$12,127,642	\$12,306,534	
S692,390	t06'95t'IS	S548,377	
265,1695	S1,236,904 ·	\$548,377	
512,146,885	\$14,045,080	\$13,526,384	
944,8235	\$2,817,177	\$2,906,164	
5590,341	699'6195	\$657,480	
50	SO	SO	
S225,235	\$75,609	571,447	
5863,609	\$1,565,073	51,319,264	
\$7,192,425	57,123,725	\$7,010,880	
52,115,724	\$1,214,309	5,06,00	•
S281,104	\$599,520	\$711,608	
		·	-
FY10 Audited	FY11 @ 10/31/11	FY11 @ 11/30/11	

LIABILITIES AND NET ASSETS

Liabilities

TOTAL ASSETS

Construction in Progress

Building, Equipment, Vehicle and Furniture (net)

Accounts Receivable Prepaid Expenses inventory

ASSETS

Long Term Investments

Short Term Investments

TOTAL LIABILITIES AND NET ASSETS

Fund Balance-Permanently Restricted

Total Net Assets

Fund Balence-Temperarily Restricted

Fund Balance-Unrestricted

Not Assets

Total Liabilities

Accounts Payable/Accoued Liabilities

# Fresno's Chaffee Zoo Corporation Income Statement @ November 2011

·			Current Month			Year-to-Date	. :	
	FY11 Budget	Budget	Actual @ 11/30/11	Variance	Budget	Actual @ 11/30/11	Variance	FY10 Audited
REVENUE		-						
Self Generated Revenue	٠							
Admissions	- S1,472,530	\$56,687	548,525	(\$8,162)	51,412,533	51,577,005	\$164,472	51,453,742
Adopt on Animal	525,000	51,400	S+40	(0965)	S22,750	521,178	(575,12)	\$23,756
Board Designated for Endowment	850,000	20	80	OS .	250,000	\$63,984	\$13,984	5145,868
Education	\$150,935	54,782	55,137	5375	8146,998	\$154.848	S7,8±0	\$146,948
Food Services	\$168,340	26,460	\$5,619	(2841)	\$161,500	\$56,515	551,436	\$256,325
Gift Slep	S190.490 <sup>-</sup>	\$7,310	55,712	(\$1,598)	5182,750	\$185,175	scr'cs .	5197,374
Giraffe Feeding	047,972	23,060	537,785	(\$775)	S76,500	5106,088	529,588	582,319
Grants Fundraising	5635,700	516,475	516,167	(\$308)	5619,235	S77,546	(62911625)	S161,319
Group Event: Facility Rental	\$120,000	S	2420	S420	5120,000	\$51,58	(531,842)	\$108,408
Interest income	S242,060	\$16,000	\$7,699	(105,381)	5176,000	S141,710	(534,790)	521,152
Investment Income	SO	8	(5101,131)	(\$101,131)	50	. (\$268,911)	(\$268,911)	2668,647
Membership	\$590,000	S24,500	526,767	£97,52	. \$545,000	8520,100	(\$24,900)	\$580,911
Special Events	\$306,000	56,000	24,567	(Efr'13)	5257,000	5302,347	545,347	r62'05ES
Stingray Exhibit	\$135,825	\$2,000	53,483	SI'183	\$155,150	5165,157	S10,007	\$155,813
Officer	\$12,500	51.042	51,065	ETS.	511,458	\$16,842	\$5,383	514,728
Total Self Generated Revenue	\$4,199,060	\$145,715	\$26,774	(\$118,941)	\$3,936,865	53,363,663.	(\$573,202)	\$4,428,704
•	,					•		
Сіए र्ज मन्द्रग्रह	SO	S	20	S	SC	20	SO	5240,000
Measure Z-Capital Funds	\$685,120	S30,010	\$53.5,629	\$505,619	\$655,110	52,068,241	51,413,131	5985,473
Measure Z Operating Funds	53,145,588	5228,709	\$276,428	(52,182)	\$50,£97,£2	52,534.884	(212,8522)	\$2,499,399
Immsfer to from Related Organization	m S0	SS	20	8	So		SO	S
TOTAL REVENUE	\$8,029,768	540434	5788,831	5384,397	57,385,070	S7,966,787 .	5581,717	58,153,575

# Fresno's Chaffee Zoo Corporation Income Statement @ November 2011

PY11 Budget								÷		
PY11 Budget   Budge					Current Month	- -		Year-to-Date		
ATING EXPENSES         STORAGE Exposes         STORAGE EXP			FY11 Budget	Budget	Actual @ 11/30/11	Variance	Budget	Actual @ 11/30/11	Variance	FY10 Audited
Septiment   Sept	EXPE	NSES	·							
	0	PERATING EXPENSES					•			
On         S671,809         S50,201         S1,600,852         S20,201         S1,600,852         S12,07,322         S12,07,122		Personnel Expenses								
S1691,882   S120,732   S130,214   S485   S1,46002   S1,351,00   S123,510   S13,510		Administration	5671,809	\$50,291	069'1+5	\$8,601	\$592,419	\$419,307	\$173,113	\$60,095
Sizincialure   Sizio		Aninal	\$1,603,882	\$120,732	5120,234		\$1,416,092	\$1,253,190	\$162,901	\$1,396,938
Experientibilitie         5661,660         5-9.01         533,094         (53,791)         558,211         550,524         581,866           Obevelopment/Marketing         \$199,000         \$10,018         \$11,395         \$41,395         \$41,395         \$41,395         \$11,2007         \$47,317         \$20,0414         \$11,2007         \$47,238 <th< td=""><td></td><td>Education</td><td>\$576,910</td><td>919 618</td><td>538,700</td><td>54,946</td><td>\$511,908</td><td>\$512,847</td><td>(9592)</td><td>\$520,265</td></th<>		Education	\$576,910	919 618	538,700	54,946	\$511,908	\$512,847	(9592)	\$520,265
Development/Marketing   \$409,033   \$39,714   \$33,415   \$4,731)   \$250,414   \$212,007   \$47,837   \$199,390   \$15,018   \$41,339   \$409   \$176,149   \$105,007   \$47,837   \$12,918   \$21,918		Maintenance/Horticulture	\$661,660	549,303	\$53,094	(\$3,792)	5587,211	\$505,324	581,886	\$582,086
cers         \$199,390         \$15,018         \$14,399         \$619         \$176,149         \$16,613         \$13,513         \$25,013         \$216,613         \$21,613         \$21,613         \$21,613         \$21,613         \$21,145         \$		Membership/DevelopmentMarketing		\$30,714	\$15,445	(\$4,731)	5360,444	\$312,607	547,837	\$308,334
cets         \$500,519         \$15,615         \$33,643         \$2,971         \$413,539         \$408,341         \$25,018         \$2,918		Veterinary	\$199,390	\$15,018	514,399	5619	\$176,149	5162,613	513,535	- 5154,664
Explesses   S4,625,003   S346,519   S337,206   S9,113   S4,077,581   S4,577,426   S293,581   S3,574,226   S293,581   S3,574,226   S293,581   S2,574,226   S293,581   S2,574,226   S293,581   S2,574,226   S293,581   S2,574,226   S293,581   S2,574,226		Visitor Services	3500,519	\$36,615	\$33,643	\$2,971	5433,359	\$408,341	\$10,25\$	\$430,521
S297,250   S24,146   S13,880   S10,265   S271,104   S249,941   S23,163   S237,700   S19,17   S27,758   S77,941)   S217,833   S299,958   S8,456   S237,700   S19,17   S27,758   S77,941)   S217,833   S299,958   S8,456   S237,700   S19,17   S217,833   S299,958   S24,485   S15,170   S23,417   S215,534   S10,089   S11,495   S211,495   S211,495   S211,495   S23,418   S23,417   S23,417   S21,534   S10,089   S11,495   S21,495   S23,417   S23,496   S23,497   S23,496   S		Total Personnel Expenses	S4,625,203	S346,319	\$337,206	511,62	\$4,077,581	S3,574,230	S503,351	S3,992,923
ining         S.297,250         S24,146         S13,890         S10,652         S27,104         S23,163         S24,104         S23,163         S23,170         S21,170         S21,183         S23,135         S23,170         S23,170         S23,145         S23,147         S21,294         S21,298         S11,199         S21,199         S21,193         S23,233         S23,233         S23,233         S23,233         S23,233         S23,233         S23,233         S23,233         S23,248         S21,089         S21,296         S21,296         S21,233         S23,233         S23,233         S23,233         S23,233         S23,233         S23,233         S23,233         S23,233         S23,249         S21,296         S21,240         S21,240         S21,240         S21,240         S21,240         S21,240         S21,244         S21,241         S21,241         S21,241         S21,241         S21,241         S21,241         S21,241         S21,242         S21,241         S21,241         S21,241 <t< td=""><td></td><td>Other Expenses</td><td></td><td></td><td></td><td></td><td></td><td></td><td>*</td><td></td></t<>		Other Expenses							*	
Freed         \$237,700         \$19,817         \$27,758         \$(51,941)         \$217,833         \$209,398         \$8,456           artion         \$10,000         \$1,521         \$27         \$1,498         \$39,655         \$24,485         \$15,170           artion         \$20,000         \$20,000         \$20,000         \$20,000         \$24,485         \$15,170           artion         \$233,417         \$21,584         \$10,089         \$11,495         \$211,833         \$210,257         \$527,800           arting         \$233,417         \$21,584         \$10,089         \$11,496         \$211,833         \$133,231         \$278,602           arting         \$33,450         \$12,494         \$24,896         \$11,496         \$133,356         \$133,338         \$23,773           arting         \$33,010         \$31,68         \$30,019         \$11,996         \$123,336         \$112,254         \$11,081           arting         \$34,000         \$21,494         \$24,896         \$1,076         \$21,402         \$123,336         \$112,254         \$11,081           arting         \$34,000         \$21,497         \$24,896         \$1,076         \$24,802         \$12,402         \$123,336         \$112,254         \$11,081           a		Advertising	\$297,250	524,146	\$13,880	\$10,265	\$273,104	5249,941	\$23,163	\$318,755
er/Software         \$11,180         \$1,215         \$27         \$1,498         \$39,655         \$24,485         \$15,170           ation         \$20,000         \$2,000         \$2,000         \$2,000         \$20,000         \$20,000         \$20,577         \$25,77)           ation Expense         \$23,417         \$21,544         \$11,098         \$11,495         \$211,833         \$135,231         \$78,602           ation Expense         \$31,450         \$21,834         \$10,089         \$11,495         \$211,833         \$135,231         \$27,602           ation Expense         \$31,450         \$21,491         \$11,495         \$211,833         \$135,231         \$27,602           ation Expense         \$31,450         \$12,494         \$21,492         \$11,336         \$133,231         \$23,602           ation Expense         \$31,550         \$12,494         \$21,402         \$12,336         \$133,231         \$23,225         \$21,002           ation Expense         \$31,550         \$312,494         \$21,402         \$13,236         \$133,231         \$23,225         \$21,002           ation Expense         \$31,550         \$31,249         \$21,006         \$31,2402         \$31,2402         \$31,2402         \$31,2402         \$31,2402         \$31,2402		Animal Feed	\$237,700	\$19,817	\$27,758	(\$7,941)	\$217,883	\$209,398	58,486	\$221,480
anion         \$20,000         \$2,000         \$0         \$2,000         \$20,000         \$20,577         \$257)           snion Expense         \$233,417         \$21,534         \$10,089         \$11,495         \$211,833         \$133,231         \$78,602           enr         \$33,450         \$217,834         \$16,719         \$31,495         \$211,833         \$133,231         \$78,602           enr         \$33,100         \$31,484         \$24,696         \$(512,402)         \$123,336         \$112,254         \$11,081           enr         \$33,810         \$31,830         \$12,494         \$24,696         \$(51,402)         \$133,336         \$112,254         \$11,081           enr         \$33,010         \$31,886         \$31,076         \$(52,61)         \$12,336         \$112,254         \$11,081           enr         \$345,000         \$12,450         \$3,837         \$4,663         \$145,000         \$131,407         \$13,539           enr         \$145,000         \$12,450         \$31,536         \$4,653         \$44,653         \$145,000         \$131,407         \$13,593           enr         \$145,000         \$12,451         \$52,514         \$54,653         \$44,653         \$44,653         \$42,933         \$41,806         \$41,806<		Computer/Software	\$41,180	. \$1,525	\$27	S6F'1S	\$39,655	\$24,485	\$15,170	\$28,221
sation Expense         \$233,417         \$211,534         \$10,089         \$11,495         \$211,833         \$133,231         \$78,602           cmr         \$33,450         \$22,783         \$16,719         \$319,946         \$139,946         \$139,946         \$133,336         \$132,547         \$11,061         \$12,672)         \$133,336         \$132,541         \$11,061         \$12,672)         \$11,061         \$12,672)         \$11,061         \$12,672)         \$11,061         \$12,672)         \$11,061         \$11,001 <td>-</td> <td>Conservation</td> <td>\$20,000</td> <td>· \$2,000</td> <td>SO</td> <td>\$2,000</td> <td>\$20,000</td> <td>\$20,577</td> <td>(\$577)</td> <td>\$29,200</td>	-	Conservation	\$20,000	· \$2,000	SO	\$2,000	\$20,000	\$20,577	(\$577)	\$29,200
ent         533,450         52,783         516,719         (513,936)         530,667         533,338         (52,672)           intering         5135,830         512,494         524,896         (512,402)         5123,336         511,254         511,051           intering         538,010         531,688         53,019         514,902         514,822         535,295         (5453)           intering         571,050         5450         51,076         (5626)         570,525         535,386         535,139           intering         5145,000         512,450         58,387         54,063         5145,000         511,407         513,593           intering         510,165         5765         5672         593         59,400         511,407         513,593           intering         510,165         532,54         56,514         54,631         5145,000         511,407         513,593           intering         510,165         532,24         56,524         53,413         59,400         513,407         513,593           intering         510,165         53,244         56,534         53,413         524,136         513,406         513,693         51,806         51,806         51,806         51,806		Deprecianon Expense	5233,417	18912	510,089	36t'11\$	\$211,833	\$133,231	. \$78,602	5154,936
ent         \$135,830         \$12,494         \$22,4896         \$(\$12,402)         \$112,234         \$112,234         \$110,081           itering         \$38,010         \$31,688         \$3,019         \$149         \$24,842         \$35,292         \$5453)         \$140,000         \$112,630         \$450         \$140,000         \$114,600         \$35,386         \$35,139         \$35,386         \$31,497         \$31,593         \$31,896         \$31,896         \$31,896         \$31,896         \$31,896         \$31,896         \$31,896         \$31,896         \$31,896         \$31,896         \$31,896         \$31,896         \$31,897         \$31,897         \$31,897         \$31,897         \$31,897         \$31,897         \$31,897         \$31,681         \$32,432         \$32,		Duce	533,450	\$2,783	\$16,719	(313,936)	\$30 <sub>6</sub> 667	\$33,33S	(52,672)	\$27,171
tering         \$38,010         \$3,168         \$3,019         \$149         \$34,842         \$37,295         \$453)           tering         \$71,050         \$450         \$1,076         \$5036)         \$70,525         \$35,386         \$35,139           te         \$145,000         \$11,450         \$8,387         \$4,063         \$145,000         \$111,407         \$13,593         1           neous Business         \$10,165         \$762         \$672         \$93         \$9,400         \$131,407         \$13,593         1           neous Business         \$10,165         \$762         \$672         \$93         \$9,400         \$11,407         \$13,593         1           neous Business         \$10,165         \$762         \$672         \$93         \$9,400         \$11,407         \$13,593         1           neous Business         \$10,165         \$762         \$672         \$93         \$9,400         \$1,594         \$1,806         \$13,593         \$1,806         \$13,593         \$1,806         \$13,593         \$1,806         \$14,809         \$1,806         \$14,809         \$1,806         \$14,809         \$1,806         \$14,809         \$14,809         \$14,809         \$14,809         \$13,481         \$18,100         \$18,123 <td< td=""><td></td><td>Equipm em</td><td>\$135,830</td><td>\$12,494</td><td>\$24,896</td><td>(\$12,402)</td><td>\$123,336</td><td>\$112,254</td><td>. 511,081</td><td>\$108,166</td></td<>		Equipm em	\$135,830	\$12,494	\$24,896	(\$12,402)	\$123,336	\$112,254	. 511,081	\$108,166
intring         \$71,050         \$450         \$1,076         \$626)         \$70,525         \$35,386         \$35,139           ic         \$145,000         \$12,450         \$83,387         \$4,063         \$145,000         \$11,407         \$13,593         ineous Business         \$10,165         \$762         \$672         \$93         \$14,000         \$11,407         \$13,593         ineous Business         \$11,407         \$13,593         ineous Business         \$145,000         \$131,407         \$13,593         ineous Business         \$10,165         \$762         \$672         \$93         \$9,400         \$7,594         \$1,806         \$13,593         ineous Business         \$145,000         \$13,407         \$13,606         \$13,593         \$14,806         \$14,806         \$14,806         \$14,806         \$14,806         \$14,806         \$14,806         \$14,806         \$14,806         \$14,807         \$184,112         \$181,681         \$2,432		Fleet	\$38,010	53,168	53,019	8149	\$34,842	\$35,295	(\$453)	\$29,036
cc         \$145,000         \$12,450         \$8,387         \$4,063         \$145,000         \$111,407         \$13,593           uneous Business         \$10,165         \$7562         \$672         \$93         \$9,400         \$7,594         \$1,806           upplies         \$20,115         \$21,79         \$1,636         \$541         \$24,136         \$29,400         \$7,594         \$1,806           upplies         \$26,315         \$21,79         \$1,636         \$541         \$24,136         \$29,400         \$7,594         \$1,806           upplies         \$26,315         \$21,279         \$1,636         \$541         \$24,136         \$24,136         \$30,854         \$25,718           sand Replacements         \$200,830         \$31,651         \$25,867         \$2,813         \$33,096         \$33,012         \$39,16           sank-Credit Card Fees         \$79,090         \$62,66         \$14,457         \$53,091         \$184,112         \$181,681         \$2,432           sed Services         \$70,090         \$517         \$4,809         \$31,809         \$318,483         \$26,476         \$21,783           velopment         \$29,701         \$4,231         \$3,090         \$318,483         \$481,100         \$42,618	-	Food/Catering	\$71,050	5450	\$1,076	(\$626)	\$70,525	\$35,386	\$35,139	\$71,702
meous Business         \$10,165         \$765         \$672         \$93         \$9,400         \$7,594         \$1,806           upplies         \$26,115         \$22,179         \$1,638         \$541         \$24,136         \$30,854         \$6,718         \$6,718         \$24,136         \$30,854         \$6,718         \$6,718         \$24,136         \$30,854         \$6,718         \$6,713         \$6,713         \$6,713         \$6,713         \$6,713         \$6,713         \$6,713         \$6,713         \$6,714         \$6,714         \$6,714         \$6,714         \$6,714         \$6,714         \$6,714         \$6,714         \$6,714         \$6,714         \$6,714         \$6,714         \$6,714         \$6,714         \$6,		Insurance	\$145,000	\$12,450	\$8,387	\$4,063	000,3115	5131,407	\$13,593	\$130,329
upplies         \$26,315         \$21,79         \$1,636         \$541         \$24,136         \$30,854         \$30,854         \$30,854         \$30,854         \$46,501         \$31,254         \$6,834         \$51,880         \$42,997         \$34,874         \$8,123         \$8,123         \$30,850         \$30,650         \$30,650         \$30,650         \$51,637         \$20,497         \$33,000         \$33,000         \$83,012         \$39,916           Bank/Credit Card Fees         \$79,090         \$62,66         \$14,457         \$51,457         \$51,811         \$184,112         \$181,681         \$2,432         \$2,432         \$2,432         \$2,432         \$2,533         \$3,500         \$31,457         \$31		Miscellaneous Business	\$10,165	\$765	S672	\$93	59,400	57,594	51,806	56,678
\$46,501     \$3,254     \$6,834     \$3,580)     \$42,997     \$34,874     \$8,123       and Replacements     \$30,650     \$3,054     \$5,867     \$2,813)     \$73,096     \$83,012     \$39,916)       Bank/Credit Card Fees     \$79,090     \$6,266     \$14,457     \$3,760)     \$184,112     \$181,681     \$2,432     \$2,432       Bank/Credit Card Fees     \$79,090     \$6,266     \$14,457     \$5,191)     \$72,874     \$88,657     \$15,783)       24,092     \$3,700     \$517     \$4,809     \$4,292)     \$9,183     \$26,476     \$17,292)       24,093     \$4,693     \$4,231     \$3,690     \$4,833     \$48,493     \$48,100     \$42,618)       24,094     \$4,231     \$4,231     \$3,690     \$51,833     \$43,843     \$47,879     \$7,664		Office Supplies	526,315	\$2,179	\$1,638	3541	\$24,136	\$30,854	(\$6,718)	\$24,469
S30,650         \$3,054         \$5,867         \$3,813         \$33,096         \$83,012         \$39,916           and Replacements         \$200,850         \$16,737         \$20,497         \$3,760         \$184,112         \$181,681         \$2,432         \$2,432         \$184,112         \$181,681         \$2,432         \$2,432         \$184,112         \$181,681         \$2,432		Postage	105,648	\$3,254	FES'95	(53,580)	\$42,997	534,874	\$8,123	\$31,214
ments         \$200,850         \$16,737         \$20,497         \$3,760         \$184,112         \$181,631         \$2,432         \$2,432           Card Fees         \$79,090         \$6,266         \$14,457         \$(\$1,91)         \$72,874         \$85,657         \$(\$1,5783)         \$26,476         \$(\$1,5783)         \$26,476         \$(\$1,7292)         \$2,617,292)         \$2,617,292)         \$2,618,483         \$481,100         \$2,618,681         \$2,664 <td></td> <td>Printing</td> <td>\$30,650</td> <td>53,054</td> <td>55,867</td> <td>(\$2,813)</td> <td>\$73,096</td> <td>\$83,012</td> <td>(39,916)</td> <td>\$66,627</td>		Printing	\$30,650	53,054	55,867	(\$2,813)	\$73,096	\$83,012	(39,916)	\$66,627
Card Fees     \$79,090     \$6,266     \$14,457     \$51,91)     \$72,874     \$83,657     \$(\$12,783)       \$9,700     \$517     \$4,809     \$(\$4,292)     \$9,183     \$26,476     \$(\$17,292)       \$476,535     \$38,052     \$39,935     \$(\$1,893)     \$438,483     \$481,100     \$42,618)       \$59,774     \$4,231     \$3,690     \$542     \$55,543     \$47,879     \$7,664		Repairs and Replacements	\$290,850	\$16,737	\$20,497	(53,760)	5184,112	5181,681	\$2,432	\$179,044
39,700     \$317     \$4,809     (\$4,292)     \$9,183     \$26,476     (\$17,292)       \$476,535     \$38,052     \$39,935     (\$1,893)     \$438,483     \$481,100     (\$42,618)     \$55,543       \$59,774     \$4,231     \$3,690     \$542     \$55,543     \$47,879     \$7,664		Service Bank/Credit Card Fees	579,090	\$6,266	\$14,457	(161,82)	\$72,\$74	\$88,657	(\$15.783)	\$70,852
\$476,535 \$38,052 \$39,935 (\$1,893) \$438,483 \$481,100 (\$42,618) \$ \$59,774 \$4,231 \$3,690 \$542 \$55,543 \$47,979 \$7,664	-	Signage	\$9,700	\$517	\$4,809	(\$4,292)	\$9,183	\$26,476	(\$17,292)	\$15,654
\$59,774 \$4,231 \$3,690 \$542 \$55,543 \$47,879 \$7,664		Specialized Services	\$476,535	\$38,052	\$39,935	(\$1,883)	5458,483	3481,100	(\$42,618)	5470,389
Φ.		Staff Development	559,774	\$4,231	\$3,690	\$542	E+5'355	547,579	\$7,664	540,849
-					•					တ္

# Fresno's Chaffee Zoo Corporation Income Statement @ November 2011

	·		Current Month			Year-to-Date			
	FY11 Budget	Budget	Actual @ 11/30/11	Variance	Budget	Actual @ 11/30/11	Variance	FY10 Audited	
Supplies	\$231,115	174,612	S17.554	\$1,917	H9'11'S	5231,862	(812'02'S)	.22,0522	
Telephone	240,600	ESE'ES	953,53	S543	537,117	533,770	744,E2	rze'ses	
Uniforms	513,750	57,571	1E55	51,990	פנבירנצ	\$27,645	(55,419)	001-1-05	
Utilities	S400,000	533,333	\$25,491	27.8.12	5366,667.	5317.283	75°6†5	5367.570	
Other	5100,050	57,716	פבנ,72	5586	152,508	\$55,618	536,613	\$56,655	
Total Other Expenses	53,037,982	S241,896	5257,790	(515,894)	52,806,656	\$2,633,620	\$173,037	52,742,573	
TOTAL OPERATING EXPENSES	57,663,185	S15 885S	5594,996	(56,781)	56,884,237	56,207,849	\$676.388	S6,735,495	
EIR and Capital Expansion			-						
Capital Expenses	\$100,000	58,333	+00°+S	54,530	591,667	5235,427	(\$143,760)	5316,780	
Total EIR and Capital Expansion	\$100,000	58,333	54,004	\$4,330	591,667	5235,427	(5143,760)	5316,780	
TOTAL EXPENSES	57.763,185	S596,548	3599,000	(254.28)	+06'5 <i>16</i> '95	9,2,5443,276	\$532,628	\$72,230,73	
	,		-			-			
BEGINNING FUND BALANCE	S11,454,495	511,788,175	\$12,788,175	· · · 80	511,454,495	SII,454,495	0\$	\$10,553,195	
NET SURPLUS(DEFICIT)	5266,583	(\$192,114)	\$189,831	\$381,945	3409,166	51,523,511	51,114,345	51,101,300	
ENDING FUND BALANCE	\$11,721,078	\$12,596,061	\$12,978,006	5381,945	511,863,662	\$12,978,006	51,114,345	S11,454,495	

100,000 20,000 15,000 60,000 25,000 30,000 35,000 40,000 50,000 55,000 65,000 90,000 95,000 45,000 70,000 75,000 80,000 85,000 January. Reb<sub>nuary</sub> March Porij Nay. June July Ville August September OCHOBE November ■2009 Actual
■2010 Actual
■2011 Budget □2011 Actual Oecenber

Fresno Chaffee Zoo Attendance Comparison 2009 - 2011



FY11 December Financial Report

Presented to the Board of Directors

January 19, 2011

# **Discussion of Financial Results**

## **Key Figures:**

- Self Generated Revenue is 7.7% ahead of the YTD budget\*.
- The YTD operating surplus @ 12/31/11 is \$150,157
- Attendance is 16% ahead of the YTD attendance goal of 443,000.
- Admission revenue is 10% ahead of the YTD budget of \$1,472,530.

\* Excludes Investment Income (unrealized gain/loss on investments) and capital fundraising.

### Attendance:

- Attendance for December 2011 was 36,027 compared to 20,842 for the same period last year, an increase of
- Member attendance for December 2011 was 4,888 compared to 3,137 for the same period last year, an increase of 56%
- YTD attendance @ December 31, 2011 was 511,788 compared to 443,251 for the same period last year, an increase of 15%.
- 2011 attendance goal is 443,000.
- 2010 attendance was 443,251.
- 2009 attendance was 418,285

# **Discussion of Financial Results**

## Contracted Revenue:

December Concession Revenue:

2011 Revenue: \$7,150 2011 Per Cap: \$0.20

2010 Revenue: \$2,783 2010 Per Cap: \$0.13

December 2011 revenue increased 157% and per caps increased 54% over December 2010.

December Retail Revenue:

2011 Revenue: \$8,515 2011 Per Cap: \$0.24

2010 Revenue: \$6,287 2010 Per Cap: \$0.30

December 2011 revenue increased 35% and per caps decreased 20% over December 2010.

## Investments

Endowment valued at \$2,864,161 at December 31, 2011 compared to \$2,868,527 at November 30, 2011.

Cash and investments, excluding endowments, totaling \$5,715,479 at December 31, 2011 compared to \$5,715,473 at November 30, 2011.

## Accounts Receivable

Accounts receivable totaling \$2,251,167 at December 31, 2011 compared to \$1,317,321 at November 30, 2011.

## Measure Z @ 10/31/11

 Operating Funds balance: Capital Funds balance:

\$45,038,900

\$ 3,603,532

\$48,642,432

## Fresno's Chaffee Zoo Corporation **Balance Sheet**

December 2011

	FY11 @ 12/31/11	FY11 @ 11/30/11	FY10 Audited
ΓS	-	• • • • • • • • • • • • • • • • • • • •	·
Cash	2331,382	S723.578	\$281,104
Short Term Investments	\$1,239,787	245,688	\$2,115,724
Long Tem Investments	\$7,008,471	S7,0±0,580	\$7,192,425
Accounts Receivable	\$2,251,167	\$1,317,321	\$863,609
Prepaid Expenses	\$103,686	\$55,264	<u>SEC.SCCS</u>
Inventory	. <b>5</b> 5	8	So
Building, Equipment, Vehicle and Furniture (net)	\$688,103	\$673,220	\$590,341
Construction in Progress	\$4,533,165	\$3,725,355	S878,446
L ASSETS	\$16,155,761	\$14,355,160	S12,146,885
LITIES AND NET ASSETS			
hibilities			
Accounts Payable Acoused Liabilities	\$1,831,142	\$1,382,855.	\$692,390
om l Lia hilides	\$1,831,142	\$1,382,855	S692,390
et Assets	-		
alance-Unrestricted	\$13,637,638	\$12,300,833	\$10,821,150
nlance-Temporarily Restricted	\$650,269	\$635,590	808'9655
nlance-Permanently Restricted	210'985	\$35,882	\$36,537
otal Net Assets	\$14,324,620	S12,972,305	S11,454,495
L LIABILITIES AND NET ASSETS	\$16.155.761	S14.355.160	\$10.146.885
THE PERSON AND THE PROPERTY.	toricerinic	314,333,100	282,051,215

TOTAL ASSETS

LIABILITIES AND NET ASSETS

Linbilities

ASSETS

Fund Balance-Temporarily Restricted

Fund Balance-Unrestricted

Net Assets

Total Liabilities

Fund Balance-Permanently Restricted

Total Net Assets

TOTAL LIABILITIES AND NET ASSETS

## Fresno's Chaffee Zoo Corporation Income Statement @ December 2011

		•					
\$2,100,709	S10,130,477	S8,029,768	S1,520,966	52,165,664	869,1198	58,029,768	TOTAL REVENUE
SO	50	SO	OS	SO	SO	n	Transfer to from Related Organization
(\$303,960)	829,148,22	\$3,145,588	(S46,566)	\$305,926	\$352,493	\$3,145,588	Measure Z Operating Funds
506/110/55	\$3,700,025	\$685,120	\$1,604,535	\$1,634,545	\$30,010	\$685,120	Measure Z-Capital Funds
SO	50	SO	50	So	90	SO SO	City of Fresno
(\$610,236)	\$3,588,824	S4,199,060	(S37,003)	S225,192	S262,195	\$4,199,060	Total Self Generated Revenue
51,976 -	S17,476	S12,500	(5407)	\$635	21,012	\$12,500	Other
513,275	\$169,100	\$155,825	53,268	\$3,943	S675	\$155,825	Stingray Exhibit
\$54,549	S360,549	\$306,000	S9,238	855.358	000'6FS	S306,000	Special Events
(515,723)	S574,277	\$590,000	- 59,177	\$54,177	\$45,000	5590,000	Membership
(5395,416)	(8395,416)	So	(£05,6£18)	(\$126,504)	. 50	SO	investment income
S14,502	S256,502	\$242,000	\$49,292	S115,292	\$66,000	5242,000	Interest income
(519,916)	\$100,084	\$120,000	\$11,926	511,926	So.	\$120,000	Group Event/Facility Rental
(S537,057)	519'865	\$635,700	51,619	\$21,094	\$16,475	S635,700	Grants/Fundraising
\$29,428	\$109,168	579,740	(\$160)	53,080	53,240	S79,740	Giraffe Feeding
53,200	S193,690	\$190,490	STIS	58,515	\$7,740	\$190,490	Cift Shop
\$51,745	5220,085	\$168,340	\$3,10	\$7,150	\$6,840	S168,340	Food Services
\$24,863	\$175,798	\$150,935	\$17,013	\$20,950	\$3,937	\$150,935	Education
\$13,984	563,984	S50,000	SO	S0	So	\$50,000	Board Designated for Endowment
(\$247)	S24,753	\$25,000	\$1,325	S3,575	\$2,250	000'57S	Adopt an Animal
S147,599	S1,620,129	\$1,472,530	(\$16,875)	543,122	259,997	\$1,472,530	Admissions
:							Self Generated Revenue
							REVENUE
Variance	Actual @ 12/31/11	Budget	Variance	Actual @ 12/31/11	Budget	FY11 Budget	
	Year-to-Date			Current Month			
	~.		_	•			

# Fresno's Chaffee Zoo Corporation Income Statement @ December 2011

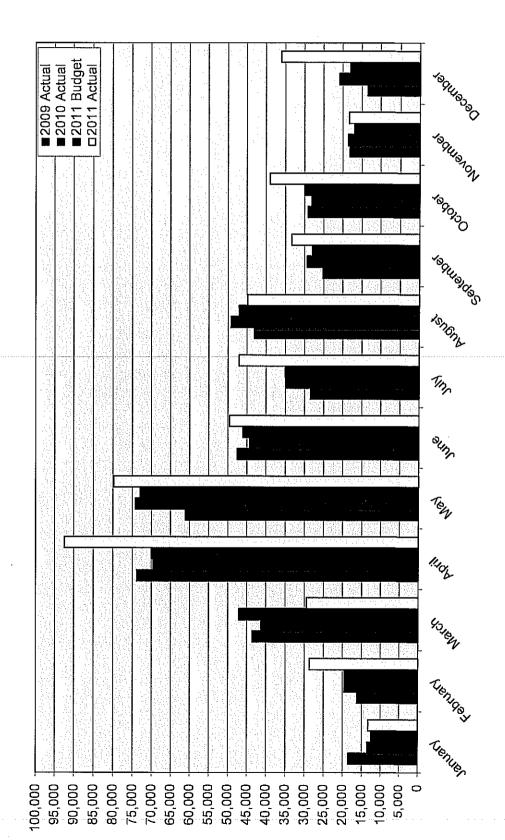
Part		•	·		Current Month			Year-to-Date	
CTING EXPENSES         STR 200			FY11 Budget	Budget	Actual @ 12/31/11	Variance	Budget	Actual @ 12/31/11	Variance
CTNCE EXPENSERS         SSCT_1509         SSCT_2604         SSCT_866         SSCT_1809         SST_1409 ST         SST_1409 ST <t< th=""><th></th><th></th><th></th><th></th><th></th><th></th><th></th><th></th><th></th></t<>									
Se71,809   S79,300   S27,504   S26,856   S671,809   S471,810   S571,810   S	JE-	INSES							
Fig. 1500 557, 509 557, 504 556, 557, 509 516, 509 516, 509 516, 509 516, 509 516, 509 516, 509 516, 509 516, 509 516, 509 516, 509 516, 509 516, 509 516, 509 516, 509 516, 509 516, 509 516, 509, 503 516, 509 5	U	DPERATING EXPENSES				٠			
1,100.3821   1,210.382		Personnel Expenses			>				
Signification		Administration	5671,309	S 79,390	\$52,504	526,536	5671,809	5471,810	5199,999
SSG04,660   SSG4,498   SSG1,660   SSG1,499   SSG1,660   SSG1,499   SSG1,660   SSG1,499   SSG1,660   SG1,499   SG6,160   SG1,499   SG6,1409   SG1,449   SG6,141   SG1,449   SG6,140   SG1,449   SG6,140   SG1,449   SG1,449   SG1,460   SG1,449   SG1,449   SG1,449   SG1,460   SG1,449   SG1		Animal	51,603,852	\$187,790	5156,790	\$31,000	\$1,603,882	51,409,951	5193,901
1860  1660   1874,449   1866,231   1864   1869,633   1851,557   1864,660   1865,679		E ducation	5578,910	567,002	S61,49S	55,504	5578,910	\$574,345	S4,565
### Stable		Maintenance Horticulture	\$661,660	574,449	\$66,231	58,218	5661,660	\$571,555	590,105
S200,510   S21,514   S21,528   S18,436   S18,436   S18,430   S18		Membership/Development/Market		5.45,589	\$42,473	\$6,116	\$409,033	\$355,079	553,954
S460,519   S57,660   S51,673   S15,485   S50,675   S460,016   S4		Veterinary	\$199,390	\$23,241	521,387	51,854	\$199,390	5184,001	\$15,389
S294,025,00   S547,012   S451,025   S450,03   S450,037   S450,03		Visitor Services	\$500,519	\$67,160	551,675	515,485	\$500,519	2160,016	540,503
S.2297,250   S.24,146   S.24,203   (S1,057)   S.2297,250   S.224,146   S.24,203   S.24,146   S.24,203   S.24,146   S.24	- 4.44	Total Personnel Expenses	S4,625,203	\$547,611	8452,2548	S95,065	54,625,203	54,026,787	5598,416
ting         2297,250         524,146         522,203         (51,057)         5297,250         5237,144         5237,144         5237,144         5237,144         5237,144         5237,144         5237,144         5237,144         5233,147         5		Other Expenses							
Feed S237,700 519,817 524,810 (54,994) 5237,700 5234,523 (52,062) 51,525 (52,063) 51,525 (52,063) 51,180 (52,063) 51,525 (52,063) 51,180 (52,0		Adverti sing	5297,250	524,146	\$25,203	(51,057)	5297,250	\$275,144	\$22,106
er. Sochware         51,180         \$1,525         \$3,588         \$(\$2,065)         \$41,180         \$28,073         \$28,073           sticat         \$20,000         \$0         \$7,000         \$21,548         \$21,577         \$21,577         \$22,000         \$27,577         \$21,577         \$21,577         \$21,578         \$21,548         \$21,548         \$21,548         \$21,548         \$21,548         \$21,548         \$21,549         \$21,548         \$21,548         \$21,548         \$21,549         \$21,548         \$21,549         \$21,548         \$21,549         \$21,549         \$21,549         \$21,549         \$21,549         \$21,549         \$21,549         \$21,549         \$21,549         \$21,549         \$21,549         \$21,549         \$21,549         \$21,540         \$21,540         \$21,540         \$21,540         \$21,540         \$21,540         \$21,440		Animal Feed	\$237,700	519,817	\$24,\$10	(\$4,994)	\$237,700	5254,5,53	53,347
statem         S20,000         \$0         \$7,000         \$11,495         \$20,000         \$27,577         \$27,577         \$27,577         \$21,524         \$10,089         \$11,495         \$23,417         \$14,519         \$21,534         \$14,519         \$13,519         \$13,519         \$11,495         \$13,519         \$13,519         \$11,495         \$13,519         \$11,519         \$11,519         \$11,519         \$11,519         \$11,519         \$11,519         \$11,519         \$11,519         \$11,519         \$11,519         \$11,519         \$11,519         \$11,519         \$11,519         \$11,519         \$11,519         \$11,519         \$11,512         \$11,519         \$11,5		Computer Software	541,180	51,525	\$3,588	(\$2,063)	541,150	\$28,073	. \$13,107
S125,417   S21,524   S10,039   S11,495   S133,417   S11,2319   S13,417   S11,2319   S13,417   S11,2319   S13,417   S11,424   S12,535   S12,436	· 	Conserration	000'025	\$0	57,000	(\$7,000)	\$20,000	77.5728	(157,57)
### \$125,620 \$22,753 \$23,450 \$53,450 \$53,450 \$53,450 \$53,450 \$53,450 \$53,450 \$53,450 \$53,450 \$53,450 \$53,450 \$53,450 \$53,400 \$51,494 \$51,791 \$53,400 \$51,400 \$		Depreciation Expense	\$233,417	521,554	510,089	511,495	\$253,417	5145,19	260'065
S135,630   S12,494   S15,791   S33,620   S135,830   S135,830   S13,830   S13,830   S13,820   S		Dues	533,450	52,783	\$235	\$2,5,18	533,450	555,573	(5123)
cering         538,010         53,162         56,504         (53,336)         538,010         541,525         541,625         541,625         541,625         541,625         541,625         541,625         541,625         541,625         541,625         541,625         541,627         541,627         541,627         541,627         541,627         541,627         541,627         541,627         541,627         541,627         541,407		Equipm ent	5135,630	512,494	\$15,791	(58 <sup>2</sup> ,586)	\$135,830	\$128,045	57,785
cering         \$71,050         \$525         \$5,065         \$54,540         \$71,050         \$10,613         \$540,613         \$540,613         \$540,613         \$540,610         \$511,407         \$550         \$511,407         \$550         \$511,407         \$550         \$511,407         \$550         \$511,407         \$550         \$511,407         \$550         \$511,407         \$550         \$511,407         \$550         \$511,407         \$550         \$550         \$550         \$550         \$550         \$550         \$550         \$550         \$550         \$550         \$550         \$550         \$550,475         \$550,475         \$550,475         \$550,475         \$550,475         \$550,475         \$550,477<		Fleet	538,010	53,168	56,504	(53,336)	538,010	\$41,525	(\$3,815)
e         \$145,000         \$0         \$145,000         \$131,407         \$151,407         \$151,407         \$151,407         \$151,407         \$151,407         \$151,407         \$151,407         \$151,407         \$151,407         \$151,407         \$151,407         \$151,407         \$151,407         \$151,407         \$1580         \$		Food Catering	\$71,050	\$525	\$5,065	(\$4,540)	\$71,050	\$40,613	530,437
recous Business         \$10,165         \$756         \$226         \$10,165         \$7,580           upplies         \$26,315         \$2,476         \$26,315         \$22,476         \$22,476           \$246,501         \$3,424         \$3,424         \$80         \$36         \$31,439         \$31,439           \$246,501         \$3,504         \$3,424         \$80         \$80         \$30,439         \$31,439         \$31,439           \$30,630         \$7,534         \$8,322         \$3,46,501         \$30,439         \$31,439         \$31,439         \$31,439         \$320,734         \$31,439         \$31,439         \$32,439         \$32,439         \$32,439         \$33,439		Insurance	\$145,000	80	000	SO	S145,000	\$131,407	513,593
Applies         \$16,315         \$1,779         \$1,624         \$556         \$26,315         \$32,478         \$32,478         \$32,478         \$32,478         \$33,298         \$32,298         \$32,298         \$33		Miscell aneous Business	510,165	5765	5236	S479	\$10,165	57,530	52,285
246,501         \$3,504         \$3,424         \$3,424         \$80         \$46,501         \$38,298           \$80,650         \$7,534         \$8,322         (\$798)         \$80,630         \$91,439         (\$50,439)           \$80,650         \$16,738         \$11,916         \$3,622         \$200,850         \$193,964         (\$50,439)           \$anh: Credit Card Fees         \$79,090         \$6,216         \$2,906         \$53,310         \$79,090         \$291,677         (\$50,677           \$ed Services         \$476,535         \$38,022         \$54,563         \$51,6511         \$176,535         \$535,641         (\$50,077           \$ed Opment         \$29,774         \$4,231         \$1,399         \$52,833         \$59,774         \$50,077		Office Supplies	\$26,315	52,179	\$1,624	\$558	516,315	532,478	(\$6,163)
SS0,650         S7,554         S8,352         (\$798)         S80,650         \$91,439         (\$30,830)         \$91,439         (\$30,830)         \$91,439         (\$30,830)         \$91,439         (\$30,830)         \$91,439         (\$30,830)         \$91,439         (\$30,830)         \$91,439         (\$30,730)         \$91,677         (\$30,830)         \$91,677         (\$30,830)         \$91,677         (\$30,830)         \$91,677         (\$30,830)         \$91,677         (\$30,830)         \$91,677         (\$30,830)         \$91,677         (\$30,830)         \$91,677         (\$30,830)         \$91,677         (\$30,830)         \$91,677         (\$30,830)         \$91,677         (\$30,830)         \$91,677         (\$30,830)         \$91,677         (\$30,830)         \$91,677         (\$30,830)         \$91,677         (\$30,830)         \$91,677         (\$30,830)         \$91,670         \$91,6		Postage	546,501	53,504	S3,424	280	\$46,501	862,858	58,203
und Replacements         \$200,850         \$19,964         \$24,522         \$200,850         \$19,964           Sank-Credit Card Fees         \$79,090         \$6,216         \$2,906         \$3,310         \$79,090         \$91,677         (\$           S9,700         \$517         \$371         \$146         \$9,700         \$26,547         (\$           ed Services         \$476,535         \$38,052         \$54,563         (\$16,511)         \$176,535         \$353,64         (\$           relopment         \$59,774         \$4,231         \$1,399         \$2,833         \$59,774         \$50,077         \$50,077		Pnabug	580,650	57,554	58,352	(8628)	580,650	\$91,439	(\$10,789)
Sank: Credit Card Fees         \$79,090         \$6,216         \$2,906         \$5,310         \$79,090         \$91,677           S9,700         \$517         \$371         \$146         \$9,700         \$26,847           ed Services         \$476,535         \$38,052         \$54,563         \$16,511         \$416,535         \$355,664           rel opment         \$59,774         \$4,231         \$1,399         \$2,833         \$59,774         \$50,077		Repairs and Replacements	5200,850	\$16,738	511,016	54,823	\$200,850	196,1912	56,886
S9,700 S26,547 S371 S146 S9,700 S26,547 S26,547 S4,2563 S146 S9,700 S26,547 S25,664 Services S59,774 S4,231 S1,399 S2,833 S59,774 S50,077		Service Bank Credit Card Fees	879,090	56,216	\$2,906	55,310	060'625	591,677	(512,587)
\$ \$476,535 \$38,052 \$54,563 (\$16,511) \$476,535 \$535,664 \$59,774 \$4,231 \$1,399 \$2,833 \$50,774 \$50,077		Signage	89,700	2517	S371	S146	89,700	526,547	(\$17,147)
\$59,774 \$4,231 \$1,399 \$2,833 \$50,077		Specialized Services	\$476,535	538,052	554,563	(\$16,511)	\$476,535	\$535,661	(559,129)
		Staff Devel opment	559,774	54,231	51,399	52,833	\$59,774	550,077	59,697

မ

## Fresno's Chaffee Zoo Corporation Income Statement @ December 2011

			<b>Current Month</b>			Year-to-Date	
	FY11 Budget	Budget	Actual @ 12/31/11	Variance	Budget	Actual @ 12/31/11	Variance
Supplies	511,165	17,615	524,356	(\$4.885)	\$11,1628	\$257,643	(\$26.528)
Telephone	S40,600	\$3,383 ·	S5,059	(\$1 <i>,</i> 675)	540,600	\$38,879	51,721
Uniforms	. 523,750	S1,521	(\$8)	51,529	\$23,750	\$27,701	(\$3,951)
Utilities `	\$400,000	S33,233	858,438	(\$25,105)	. S400,000	S375,721	524,279
Other	\$100,050	\$7,819	S7,068	\$751	\$100,050	\$62,850	S37,200
Total Other Expenses	\$3,037,982	\$231,326	\$278,038	(\$46,712)	\$3,037,982	\$2,915,045	S122.937
TOTAL OPERATING EXPENSES	\$7,663,185	S778,948	\$730,595	\$48,352	\$7,663,185	56,941,832	\$721,353
EIR and Capital Expansion							
Capital Expenses	\$100,000	\$8,333	582,754	(\$74,421)	2100,000	5318,521	(\$218,521)
Total EIR and Capital Expansion	000,00015	\$8,333	S82,754	(S74,421)	2100,000	\$318,521	(\$218,521)
TOTAL EXPENSES	\$7,763,185	S787,281	\$813,350	(S26,068)	\$7,763,185	\$7,260,353	\$502,832
	, ,			** % for t =*			-
BEGINNING FUND BALANCE	S11,454,495	\$12,972,305	S12,972,305		S11,454,495	S11,454,495	Sü
NET SURPLUS/(DEFICIT)	\$266,583	(\$142,583)	S1,352,314	808,404,12	S266,583	S2,870,124	S2,603,541
ENDING FUND BALANCE	S11.721,078	S12,829,722	\$14,324,620	\$1,494,898	S11,721,078	S14,324,620	S2,603,541
					•		

Fresno Chaffee Zoo Attendance Comparison 2009 - 2011





Fresno Chaffee Zoo • 894 West Belmont Avenue • Fresno, California 93728 Phone (559) 498-5910 • Fax (559) 264-9226

DATE:

January 25, 2012

TO:

Fresno County Zoo Authority Board

FROM:

Brian Goldman, Chief Financial Officer

Fresno's Chaffee Zoo Corporation

SUBJECT:

2012 Measure Z Operating Request

### **RECOMMENDED ACTION:**

Approve Fresno's Chaffee Zoo Corporation 2012 Measure Z Operating Budget of \$3,449,880 for personnel and bank fees.

### DISCUSSION:

The 2012 Fresno Chaffee Zoo budget was developed by the Management team of the Fresno Chaffee Zoo, and includes five line items in the Zoo's operating budget. The personnel line items are the salary and benefits for the Animal, Education, Maintenance, and Visitor Services Departments. The bank fees are for reimbursement of 12 operating claims.

The Fresno County Zoo Authority's projection for 2012 Measure Z revenue is \$3,137,810. The Fresno Chaffee Zoo operates under a calendar fiscal year and had more current data available developing the budget. Using actual revenue through November 2011 and the Zoo Authority's projections for November – December 2011, the 2012 Measure Z operating projection is \$3,308,884.

The Fresno's Chaffee Zoo Corporation Board of Directors approved the 2012 budget on December 8, 2011.

### REFERENCE MATERIAL:

See Attachment A, 2012 Budget presentation.

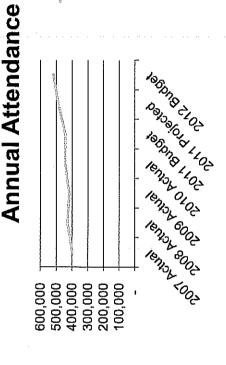


FY12 Budget Request
Presented to the
Fresno County Zoo Authority
January 25, 2012

## Planning Assumptions

## <u>Attendance</u>

- 2012 attendance of 520,000 (6.7% increase over 2011 projected attendance).
- 2011 budget assumed 443,000 visitors.
  - 2011 attendance was 511,788.
- Historical attendance figures:
- 2010 443,251
- 2009 418,285
- 2008 429,272
- 2007 398,820



Attendance

- Cobra opening spring 2012.
- Sea Lion Cove opening fall 2012.
- Seasonal extended hours will continue.
- Wells Fargo Wednesdays ends August 2012. Working with Wells Fargo to renew promotion.
- Stingray Bay increases \$1 for the general public (from \$1 to \$2) and remains free for members.
- Admission prices will not change from current pricing.
- Membership prices will not change from current pricing.

### Revenue

Admission Revenue:

2012 Revenue:

\$1,721,600 \$1,614,365 2011 Projected:

\$3.31 \$3.31 Per Cap: Per Cap:

Concession Revenue:

\$234,000 2012 Revenue:

\$0.45 \$0.45 Per Cap:

> \$219,315 2011 Projected:

Per Cap:

Gift Shop:

\$202,800 2011 Projected: 2012 Revenue:

\$0.39 \$0.39 Per Cap:

Per Cap: \$192,434

Giraffe Feeding:

\$109,200 2011 Projected: \$105,550 2012 Revenue:

Per Cap: \$0.21 Per Cap: \$0.22

Membership: Assumes 10,587 paid members @ 12/31/11 with 4% growth in 2012.

Grants/Fundraising: 2012: \$200,000 included for Sea Lion Exhibit and Africa.

Stingray Bay: General

\$264,290

Per Cap: \$0.50

\$165,443 2012 Revenue: 2011 Projected:

Per Cap:

### Expenses

- Overall operating expenses increased \$182,647, an increase of 2.4%. Operating expenses increased \$161,050 (5.3%) and personnel expenses increased \$21,597 (0.5%).
- Sea Lion Cove (6 months of expenses):
  - Animal Feed: \$10,000
    - Equipment: \$10,000
- Diving Maintenance/Training: \$10,000
- Supplies: \$5,000 (salt, ozone, filtration material)
  - Utilities: \$60,000
- Specialized Services:
- Human Resource Consultant\*: \$80,000
- Fundraising Consultant\*: \$40,000
- \* Human Resource and Fundraising Consultants are both in place of paid staff positions. Realized savings of approximately \$25,000 to personnel expenses.
- Supplies:
- Display and Exhibit Supplies: \$11,000

### **Personnel**

- 2012 Salaries and Benefits: 59.2% of total operating expenses compared to industry benchmark of 58% 63%. 2011 budget was 60.4% and projected year-end is 58.1%.
- 2012 benefits (insurance, retirement, payroll taxes and workers' compensation) is 33.9% of total salaries. 2011 budget was 31.5% and projected year-end is 29.8%.
- 2012 health insurance premiums were projected to increase 12%. Management went to market with the goal of reducing health insurance premiums without significantly impacting benefits. A plan was selected that will save the organization approximately \$100,000 while providing similar benefits to staff.
- Other benefits, excluding health insurance and workers' comp, are expected to increase slightly over 2011 rates and have very little impact on the budget.

### Personnel

- Eliminated Positions:
- Maintenance Manager
- Zookeeper Assistant (created to assist department until Vet position was filled)
- New Positions:
- 2 Keepers (full-time, Sea Lion Cove)
- 1 Lead Keeper (full-time, Sea Lion Cove)
- 1 Custodian (part-time, Sea Lion Cove)
- 2 positions in Education changing from part-time to full-time
  - One of the position is for Sea Lion Cove
- 1 position in Administration returning to full-time
- Positions on hold (positions in budget with no salary or benefits):
- Director of Facilities
- Human Resources Manager (currently outsourced, expense in Specialized Services)
- Director of Development (Fundraising consultant expense in Specialized Services)

### **Measure Z**

Measure Z Operating Support Request:

\$3,449,880 2012 request:

\$3,145,588 \$ 304,292 2011 request:

Increase:

2010\* Measure Z Operating:

The Zoo submitted claims for \$2,499,399 Zoo Authority receipts of \$3,088,950

2010\* excess funds available: \$589,551

2011\* Measure Z Operating Revenue:

The Zoo is projecting to submitted claims for \$2,937,020 Zoo Authority projected receipts of \$3,308,884

2011\* projected excess funds available: \$371,864

\*January - December (Zoo's fiscal year)

### Measure Z

2012 Measure Z Operating Support: \$3,449,880

Personnel Expenses:

() ) ) )	
Animal	\$1,596,523
Education	\$ 690,258
Maintenance	\$ 650,015
Visitor Services	\$ 512,964
Operating Expenses:	
Bank Fees	\$ 120

Measure Z Capital Support: \$595,120 (all expenditures will be capitalized per FCZ policy)

Otters	Ю	\$ 200,000	
Digital X-Ray System \$	<del>(</del>	125,000	
Exploration Station \$		100,000	
Tropical Treasures \$	↔	100,000	
Miscellaneous \$	<del>(A</del>	50,000	
Animal Acquisition/Transportation \$	₩.	20,000	
Bank Fees \$	66	120	

Expected 2012 Measure Z Funding (excluding interest):

2011/12 Zoo Authority	Projected Revenue **	\$ 6,276,560	\$ 3,137,810	\$ 192,130	\$ 9,606,500
2012 FCZ	Projected Revenue*	\$ 6,618,763	\$ 3,308,884	\$ 202,605	\$10,130,252
	Project	Capital	Operating	Admin Fee	

\* Fresno Chaffee Zoo 2012 projection based on January – December fiscal year (January – October 2011 actual and November - December 2011 projection).
 \*\* Zoo Authority projection based on July – June budget. July – October 2011 is \$300,412, (9.72 %) ahead of revenue projection.

### 0

## **Budget Comparison by Department**

					l			)	
	-43	FY12 Budget		FY11 Budget	>	Variance		FY10 Auditod	Notes
Administration Revenue									
Self Generated	மை	675,570	ua e	613,330	67 6	62,240	u) G	1,318,076	And A Married & Contract And Box, Married And Contract of Contract And Contract of Contrac
Fixonses		ono;ceo;+	9	9'99n't 00	o v	767,407	a	3,7 24,012	za iz - Measure z Operaung (43,445,660), Measure z Capnar (4625,120)
Personnel	ь	613,767	<del>(/)</del>	671,809	o vo	(58.042)	ы	600.095	2012 - HR position on hold (\$0 in Personnel budget. \$80,000 in Operaling expenses)
Operating Expenses	ю	957,540	63	856,490	<del>(A</del>	101,050	us	802.776	2012 - HR Consultant (\$80.000). Utilites (\$60.000) for 6 months of Sea Lion Cove
Depreciation	ы	232,656	មា	233,417	(A	(761)	G	153.629	2012 - Sea Llon Cove not included
Capital	L/3	150,000	ெ	100,000	₩.	50,000	· 42	316,780	
Not	G	2,816,607	s	2,582,322	\$	234,285	44	3,169,668	
Animal									
Bavenue	t I	ı	£F3	,	u,		er;	•	
Personnel	₩	1,596,523	<del>t/)</del>	1,603,882	69	(7,359)	· <del>63</del>	1,396,938	2012 - 2 new Zookeepers, 1 new Lead Zookeeper
Operating Expenses	və	478,580	Ю	427,264	ம	51,316	ю	401,543	2012 - Sea Lion Cove: Food (\$10,000), Equipment (\$10,000), Supplies (\$5,000),
Not	en.	(2,075,103)	4	(2,031,146)	s	43,957	s	(1,798,481)	Diving training/contract (\$10,000), Display and Exhibit Supplies (\$11,000)
Fiducation									
Revenue	<i>U</i> :	438 965	t#	306.760	U.	132 205	e.	302 799	
Borronnel	9 6	500,250	9 6	570 010	9 6	111 240	9 W	500,755	9019 - 9 and House moview to Buill-Time Climfe Beadles Canics Alder from Animal Department
Operating Expenses	) <b>(</b> 2	106.485	a un	135,025	, <sub>(4</sub>	(28.539)	9 <b>6</b> /3	110.985	
Not	<b>.</b> ,	(357,779)	49	(407,175)		49,396	6.0	(328,451)	
Maintenance/Horticulture	ь		6		t		Ŀ		
Revenue	/3 E	1 C	9 6	. 0	/3 G	1 7	9 E	, ,	
Oscarius Espano	n 4	252,013	9 U	358 835	n e	4 075	n u	202,000	
Operating Expenses		ממבימנו	9 4	20,000	7 4	10/11	9 4	200,462	
Not	A	(1,012,915)	А	(1,020,485)	A	(n/e//)	А	(REE, 41/8)	
Marketing/Membership/Development/Events	omqoj	nt/Events							
Revenue	H	1,440,570	w	1,732,900	u)	(282,330)	u)	1,271,768	2012 - \$200,000 for Sea Lion Cove (\$500,000 In 2011)
Personnel	<del>(/)</del>	376,555	æ	409,033	(A)	(32,478)	u)		
Operating Expenses	ь	701,015	ы	653,981	ь	47,034	ь	- 1	2012 - Fundraising Consultant (\$40,000)
Not	s,	363,000	en.	669,886	es.	(306,886)	43	328,826	
Veterinary Services									
Kevenue	<del>(</del> A	1	67	,	<del>(/</del> )	,	en.		
Personnel	<b>€</b> /3	206.718	67	199.390	· <del>(/</del> )	7.328	и	154.684	
Operating Expenses	ы	82,600	и	85,500	· vs	(2,900)	147	78.621	
Not	en.	(289,318)	s,	(284,890)	s	(4,428)	s	(233,305)	
Visitor Service and Security									
Revenue	w	1,830,800	W	1.546.070	e/s	284.730	ы	1.536.061	
Personnel	ŧη	512,964	uŋ	500,519	e)	12,445	U)	430,521	
Operating Expenses		277,255	u)	287,480	υŋ	(10,225)	и	266,105	
Not	l	1,040,581	u,	758,071	es.	282,510	<b>u</b>	839,435	
Revenue	s	8,280,905	43	7,529,768	u,	751,137	49	8,153,576	
Capital Fundraising	w	200,000	49	500,000	u	(300,000)			
Porsonnel	49	4,646,800	<b>4</b> )	4,625,203	us ·	21,597	u)	3,992,923	
Operating	<b>W</b> (	3,199,032	un e	3,037,982	us (	161,050	<b>4</b> 7 (	2,742,572	
Capital Exponsos	ı, e	150,000	υ <b>7</b> ε	000,001	us e	50,000	<b>63</b> (	316,780	ဘ
101	B	4oaint o	Ð	ZPP,583	n e	218,450	A	רטב,רטר,ר	

# Fresno's Chaffee Zoo Corporation Income Statement

FT12 Budget	FY11 Budget	FY11 Projected	FY11 @ 11/29/11	FY10 Audited
\$1,721,600	\$1,472,530	\$1,614,365	\$1,569,029	\$1,453,742
\$25,000	\$25,000	\$25,000	\$20,878	\$23,756
\$50,000	\$50,000	\$63,984	\$63,984	\$145,868
\$174,675	\$150,935	\$153,435	\$152,617	\$146,948
\$234,000	\$168,340	\$219,315	\$207,316	\$226,325
\$202,800	\$190,490	\$192,434	\$179,463	\$197,374
\$109,200	\$79,740	\$105,550	\$105,941	\$82,319
\$277,920	\$635,700	\$89,333	\$63,664	\$161,319
\$110,000	\$120,000	\$100,000	\$87,983	\$108,408
\$220,000	\$242,000	\$220,000	\$133,511	\$211,752
\$0	20	\$0	(\$167,780)	\$668,647
\$604,250	\$590,000	\$590,000	\$507,493	\$580,911
\$373,400	\$306,000	\$356,413	\$300,863	\$250,794
\$264,290	\$155,825	\$165,443	\$164,792	\$155,813
\$18,770	\$12,500	\$16,700	\$16,041	\$14,728
\$4,385,905	54,199,060	\$3,911,972	83,405,796	\$4,428,704
0\$	\$0	\$0	\$0	\$240,000
\$645,120	\$685,120	\$2,073,541	\$2,073,541	\$985,473
\$3,449,880	\$3,145,588	\$2,947,150	\$2,308,456	\$2,499,399
\$8,480,905	\$8,029,768	\$8,932,663	\$7,787,793	\$8,153,575

Group Event/Facility Rental

Investment Income

Interest Income

Grants/Fundraising

Giraffe Feeding

Food Services

Gift Shop

Education

Measure Z Operating Funds

TOTAL REVENUE

Measure Z-Capital Funds

City of Fresno

Total Self Generated Revenue

Stingray Exhibit

Special Events

Membership

Board Designated for Endowment

Adopt an Animal

Self Generated Revenue

REVENUE

Admissions

### Fresno's Chaffee Zoo Corporation Income Statement

	FY12 Budget	FY11 Budget	FY11 Projected	FY11 @ 11/29/11	FY10 Audited
ENPENSES					
OPERATING EXPENSES					
Personnel Expenses					
Administration	\$613,767	\$671,809	\$485,927	\$419,307	\$600,005
Animal	\$1,596,523	\$1,603,882	\$1,494,097	\$1,253,057	\$1,396,938
Education	\$690,258	\$578,910	. \$593,473	\$512,328	\$520,265
Maintenance/Horticulture	\$650,015	\$661,660	\$583,897	\$506,562	\$582,086
Membership/Development/Marketing	\$376,555	\$409,033	\$351,997	\$312,607	\$308,334
Veterinary	\$206,718	\$199,390	\$188,500	\$162,613	\$154,684
Visitor Services	\$512,964	\$500,519	\$479,746	\$408,341	\$430,521
Total Personnel Expenses	\$4,646,800	\$4,625,203	\$4,177,637	\$3,574,815	\$3,992,923
Other Expenses					
Advertising	\$296,750	\$297,250	\$296,750	\$249,941	\$318,755
Animal Feed	\$244,200	\$237,700	\$237,700	\$209,255	\$221,480
Сотриет/Software	\$34,280	\$41,180	\$31,180	\$24,458	122,828
Conservation	\$20,000	\$20,000	\$30,000	\$20,577	\$29,200
Depreciation Expense	\$235,272	\$233,417	\$161,554	\$133,231	\$154,936
Dues	\$33,450	\$33,450	\$32,850	\$33,338	\$27,171
Equipment	\$145,660	\$135,830	\$133,632	\$104,710	\$108,166
Fleet	\$41,250	\$38,010	\$37,585	\$35,295	\$29,036
Food/Catering	\$58,100	\$71,050	\$51,157	\$35,236	\$71,702
Insurance	\$140,000	\$145,000	\$140,000	\$131,407	\$130,329
Miscellaneous Business	. \$9,700	\$10,165	\$10,530	\$7,261	\$6,678
Office Supplies	\$33,145	\$26,315	\$33,095	\$30,833	\$24,469
Postnge	\$44,045	\$46,501	\$41,475	\$29,602	\$31,214
Printing	\$88,250	\$80,650	\$90,198	\$81,965	\$66,627
Repairs and Replacements	\$205,750	\$200,850	\$200,930	\$181,073	\$179,044
Service/Bank/Credit Card Fees	\$85,040	\$79,090	\$84,520	\$79,211	\$70,852
Signage	\$15,000	\$9,700	\$27,000	\$26,379	\$15,654
Specialized Services	011,285\$	\$476,535	\$536,714	\$481,076	\$470,389
Staff Development	\$58,250	\$59,774	\$54,474	\$45,093	\$40,849
Supplies	\$219,350	\$231,115	\$249,650	\$229,754	\$230,257

# Fresno's Chaffee Zoo Corporation Income Statement

FY12 Budget	FY11 Budget	FY11 Projected	FY11 @ 11/29/11	FY10 Audited
\$42,880	\$40,600	\$40,382	\$33,770	\$38,924
\$30,400	\$23,750	\$29,765	\$27,648	\$24,400
\$452,000	\$400,000	\$387,417	\$317,283	\$367,570
\$84,150	\$100,050	\$73,109	\$56,444	\$56,655
\$3,199,032	53,037,982	23,011,667	\$2,604,840	\$2,742,573
57,845,832	\$7,663,185	87,189,304	86,179,655	\$6,735,495
\$150,000	\$100,000	\$310,000	\$235,427	\$316,780
\$150,000	\$100,000	\$310,000	S235,427	\$316,780
\$7,995,832	87,763,185	F0E, 904, 7S	\$6,415,082	57,052,275
\$12,783,871	\$11,454,495	\$11,454,495	511,454,495	\$10,353,195
\$485,073	5266,583	\$1,433,359	51,372,711	51,101,300
\$13,268,944	\$11,721,078	\$12,887,854	\$12,827,206	\$11,454,495

TOTAL OPERATING EXPENSES

Total Other Expenses

Other

Telephone Uniforms Utilities EIR and Capital Expansion

Total EIR and Capital Expansion

TOTAL ENPENSES

Capital Expenses

BEGINNING FUND BALANCE

ENDING FUND BALANCE

NET SURPLUS/(DEFICIT)

2011 Budget □2012 Budget ■ 2010 Actual ■2011 Actual \* Supposition of the second of \* POLICE ON A SOLON \*equ<sub>teldes</sub> Attendance Comparison 2010 - 2012 STONE The OUNT TON 1402 Soleh Soleh Tientos, Tienue, 95,000 5,000 90,000 85,000 75,000 70,000 65,000 000,09 55,000 50,000 45,000 40,000 25,000 20,000 15,000 10,000 0 100,000 35,000 30,000 80,000

5

Fresno Chaffee Zoo



Fresno Chaffee Zoo •894 West Belmont Avenue•Fresno, California93728 Phone (559) 498-5910 • Fax (559) 264-9226

DATE:

January 25, 2012

TO:

Fresno County Zoo Authority Board

FROM:

Brian Goldman, Chief Financial Officer

Fresno's Chaffee Zoo Corporation

SUBJECT:

2012 Measure Z Capital Request

### **RECOMMENDED ACTION:**

Approve Fresno's Chaffee Zoo Corporation 2012 Measure Z Capital Budget of \$595,120 for renovations to existing exhibits, a digital x-ray system, animal acquisition and transportation, and bank fee reimbursement of 12 Capital claims.

### DISCUSSION:

The following are short descriptions of each of the capital items in the 2012 budget.

### Otters

\$ 200,000

When the sea lions move to the new Sea Lion Cove we'd like to renovate their old exhibit and bring spotted-necked otters to the zoo. This would be the first time otters have been on long-term exhibit (we had them for a brief period in the 1950's), and otters are typically one of the favorite exhibits in a zoo. The renovation involves removing substantial amounts of concrete and replacing with grass and other natural materials, adding a stream and other landscaping, resurfacing the public viewing area, and adding escape barriers.

Concrete work (removal and patching):	\$ 40,000
Landscaping (stream, artificial log slide, etc):	\$ 100,000
New animal containment changes:	\$ 10,000
Resurfacing public viewing area:	\$ 20,000
Interpretive Graphics (Design and Fabrication):	\$ 10,000
Contingency	\$ 20,000

### Digital X-Ray System

\$ 125,000

Dr. Wright has discussed this equipment with Dr. Toste and Dr. Gray.

### **Exploration Station**

\$ 100,000

The interpretive area is operated by our docent volunteers and provides a hands-on experience for families. The old tent sat on the site of Sea Lion Cove, and the new area will be far improved and located near the Small Wonders petting area. See Attachment A for project estimate.

### **Tropical Treasures Improvements**

\$ 64,000

Replacement of 20 fiberglass panels with translucent glass will allow better light for plant growth and animals.

Glass panels (20 @ \$ 2000 ea):	\$ 40,000
Fog system	\$ 4,000
Additional artificial vines and trees	\$ 15,000
Additional tropical trees and plants	\$ 3,000
Contingency	\$ 2,000

### REFERENCE MATERIAL:

See Agenda Item <u>7</u> Attachment A - 2012 Budget presentation, and Attachment A - Exploration Station estimate.

osk Sl			= 4.1-	1	
affee				dian m	Tete
	ject No.: A 11-8464.00			4 34 4	ICIC
lober.	25, 2011			100	en en en en en en en en
<del></del>					<u> </u>
	FOTHER TE OF PROPERTY				
	ESTIMATE OF PROBABL	E CONSTRI		COSTS	
				1	
BUIL	DING CONSTRUCTION				
		Cost	Quantity	Unit	
A 1-1					
	itectural				
A1 A2	Concrete Stab, colored and sealed Concrete Foolings		384	SF	\$3,072.00
A2	Concrete Shear Wall Foundation	500	8	CY	\$4,000.00
A3	Wood Columns	500	6	CY	\$3,000.00
A4	Roof Structure & Fascia	300	8	EA	\$2,400.00
A5	T&G or Plywood Roofing Deck	10	600	SF	\$6,000.00
A6	Metal Roofing or waterproof/drainage layer	5 12	600	SF	\$3,000.00
A7	Exterior Wall w/ Wood Siding & Shear Wall	12	600	SF	\$7,200.00
AΒ	Exterior Wood Stats	10	450 200	SF SF	\$5,400.00
A9.	Wood Stain exterior & Interior walls & Ceiling	2	1500	SF	\$2,000.00
A10	Wood full height cabinets	250	16	LF	\$3,000.00
A11	Wood base cabinels & counters	180	20	LF	\$4,000.00 \$3,600.00
A12	Movable Tables	200	6	SF	\$1,200.00
A13	Tack Boards & While Boards 6'	200	2	SF	\$400.00
A14	Green Roof soil and plants	10	600	SF	\$6,000.00
					<del>\$0,000.00</del>
	anical & Plumbing			<del>                                     </del>	
M1	Green Roof Irrigation System	12	600	EA	\$7,200.00
	Sink/DF	500	· · · · · · · · · · · · · · · · · · ·	EA	\$500.00
МЗ	Ceiling Fans	500	2	EA	\$1,000,00
Ele	tenl				
Electi					
E1 E2	New Lighting & Switching New Circuit and Panel	400	<u>8</u>	EA	\$3,200,00
E3	Power & Data Outlets and wiring	2000		EA	\$2,000.00
	D OWER CORRES BING WIRING	200	4	EA	\$800,00
	AUDITOE	RIUM SUB TOTAL:	\$68,972.00	<del>                                     </del>	
Ī	ASSITO	TOTAL.	400,372,00	<del>      </del>	
SITE	WORK			<del>  </del>	,
Civil				┝──┼	
C1	Clear shrubs and prep site	2	1200	SF	\$2,400.00
C2	Building Pad Prep	4	400	SF	\$1,600.00
СЗ	Demo existing concrete and asphalt	3	300	SF	\$900.00
C4	New Conc Walk	6	300	SF	\$1,800.00
					# 1,500,00
	ectural:		<u> </u>		
A.1		0	0	EA	\$0.00
141:					
	anical:				
M.1 M.2	Sile water	1500	1	EA	\$1,500.00
(VI)	Site Sewer	1500	1	EA	\$1,500.00
Electri	ical:				
<u> </u>	Site Electrical	1500		<u> </u>	
E,2	Site Data	1500	1	EA	\$1,500.00
		1500	1	LF	\$1,500.00
<del></del>	CITE MI	ORK SUB TOTAL:	\$49 700 00		
-	arie wo	JANESOB TO JAL!	\$12,700.00		
		CONSTRUCTION	TOTAL		
<u> </u>	0-4-	CONSTRUCTION for Profit & OH			\$81,672.00
			15%	<u></u>  _	\$12,250,80
	Gene	ral Conditions	8%		\$6,533.76
	TOTAL CONTROLO	Contingency	20%		\$16,334.40
	TOTAL CONSTRUCT	ION COSTS			\$116,790.96

MANUFACTURED NETAL BHADE

TRUE TO THE

EX. PLORATION OTATION



fixed ation Station



DATE:

January 25, 2012

TO:

Fresno County Zoo Authority Board

FROM:

Catherine Crosby, Zoo Authority Coordinator

Lawrence Seymour, Treasurer Zachary Redmond, Counsel

SUBJECT:

Zoo Authority Administrative Budget for Fiscal Year 2011-12

### RECOMMENDED ACTION:

- Approve transfer of \$56,296 within the FY 2011-12 Zoo Authority Administrative Organization 9810 budget from Appropriations for Contingencies to Professional and Specialized Services;
- 2. Approve increase of the FY 2011-12 appropriations and estimated revenues in the Zoo Authority Administrative Organization 9810 budget in the amount of \$10,000.

Approval of the first action will move the balance of the contingency expense line item into the Professional and Specialized Services expense line item. Approval of the second item would increase Measure Z revenue and expenses within Professional and Specialized Services in the amount of \$10,000.

### DISCUSSION:

Due to a large increase in staff time needed for legal services and financial review of Fresno Chaffee Zoo capital projects invoices since the beginning of Fiscal Year 2011-12, staff expects that funds allocated in the Professional Services budget line item will be expended before the end of the year.

The Zoo Authority adopted the budget in May 2011, before legal challenges to the EIR were filed or major capital projects had begun. At that time members and staff discussed the possible need to return to amend the budget if circumstances warranted. Since then, significantly more time has been required from all staff to address legal issues, and for the review and approval of claims for capital projects. For the remainder of the year, administrative and treasurer's staff members anticipate that although efficiencies in processing invoices have been improving, the volume of work will remain the same or increase as ongoing capital projects continue and additional capital projects are added. And while the recent challenge to the EIR and expansion was resolved, Counsel staff may have new issues to address, in addition to participating in regular board meetings.

Therefore, staff recommends that your board approve the recommended actions, which will result in a net increase of \$66,296 in professional and specialized services for staff time for the remainder of FY 11-12. Please see Attachment A for staff time and cost to date, along with projections for the remainder of the fiscal year.

## AGENDA ITEM 9 ATTACHMENT A

					-							actual
Professional Services Detail	Budget	ئت	ited	FY11-12		Ξ	aug	sep	oct	von	dec	0182
Title	Hours			Budget								Hours
Coordinator		701	61.00	42,761.00		69.50	61.10	39.10	157.80	103.40	101.00	531.90
Office Assistant		22	39.00	2,145.00		2.00	20.50	6.10	1.50	8.20	6.15	44.45
Senior Accountant	-	395	79.00	31,205.00		20.50	30.00	19.00	58.50	ı		128.00
Accountant II		516	69.00	35,604.00		33.00	24.75	45.25	121.65	64.50	75.00	364,15
Acct & Fin Division Chief		7	80.00	160.00								•
Supervising Accountant		95	84.00	7,980.00	•	20.75	18.85	12.00	49.90	19.00	21.75	142.25
County Counsel	•	36	119.00	4,284.00	•	21.50	52.20	38.60	31.60	24.00	28.50	196.40
Audit Fees	,			5,445.00								ı
		1800		129,584.00	Ī	167.25	207.40	160.05	420.95	219.10	232.40	1,407.15
	Usage by	Usage by Department	ent	-	Percentage Usage	Jsage		Ĩ	Hours Requested for Jan-June	d for Jan-June	<b>a</b> .	
Public Works	31,	31,999.10 coord	ord	•	Amount budgeted		44,906.00	Ű	Coordinator		500 \$60.16/hr	<b>L</b>
	1,	1,148.14 assistant	sistant	*1	Amount consumed		33,147.25	O	Office Assistant		45 \$25.83/hr	L
	33,	33,147.25			Percentage used	pasi	73.81%	ŭ	County Counsel		175 \$113/hr	
								Ā	Accountant I		200 \$59.68/hr	L
Auditor Controller/	25,:	25,173.69 Acct II	:t	•	Amount budgeted		74,949.00	Ā	Accountant II		200 \$69.13/hr	_
Treasurer Tax Collector	10,0	10,053.12 Senior	inior	*1	Amount used		47,140.25	'n	Supervising Accountant	untant	100 \$83.75/hr	
	47,1	11,913.44 Sup Acct 47,140.25	ıp Acct		Percentage used	pest	62.90%					
×			٠					ĭ	Total Request		85,154,35	
County Counsel	22,:	22,193.20 counsel	unsel	**	Amount budgeted	geted	4,284.00				•	
	22,:	22,193.20		~ [	Amount used		22,193.20	ĭ	Total Remaining Budget		87,954.31	
					Percentage used	sed	518,05%					
Total	102,4	102,480.69						æ	Remainder		2,799.96	
Amt budgeted (w/o audit fees)	124,1	124,139.00										
Amount Remaining	21,6	21,658.31										
Contingency Budget Adjustment Total Request	56,2 10,0 66,2	56,296.00 10,000.00 <b>66,296.00</b>										
Total Budget	87,9	87,954.31										

### **Zoo Authority 2012 Reserved Meeting Dates**

/eThFrSa
1 2 3
8 9 10
4 15 16 17
1 22 23 24
8 29 30 31

April	May	
Su Mo Tu We Th Fr Sa	Su Mo Tu We Th Fr Sa	Su Mo Tu We Th Fr Sa
1 2 3 4 5 6 7		1 2
	6 7 8 9 101112	
	13 14 15 16 17 18 19	
22 23 24 25 26 27 28	20 21 22 23 24 25 26	17 18 19 20 21 22 23
29 30	27 28 29 30 31	24 25 26 27 28 29 30

July	August	September
SuMoTuWeThFr Sa	Su Mo Tu We Th Fr Sa	Su Mo Tu We Th Fr Sa
1 2 3 4 5 6 7	1 2 3 4	1
8 9 1011 121314	5 6 7 8 9 1011	2 3 4 5 6 7 8
15 16 17 18 19 20 21	12 13 14 15 16 17 18	9 10 11 12 13 14 15
22 23 24 25 26 27 28	19 20 21 22 23 24 25	16 17 18 19 20 21 22
	26 27 28 29 30 31	
		30

October		
Su Mo Tu We Th Fr Sa	Su Mo Tu We Th Fr Sa	SuMoTuWeThFr Sa
1 2 3 4 5 6	1 2 3	1
	4 5 6 7 8 9 10	
14 15 16 17 18 19 20	11 12 13 14 15 16 17	9 10 11 12 13 14 15
	18 19 20 21 22 23 24	16 17 18 19 20 21 22
28 29 30 31	25 26 27 28 29 30	23 24 25 26 27 28 29
		30 31

Jan 1	New Year's Day			Nov 11	Veterans Day
Jan 2	New Year's Day observed	Apr 8	Easter Sunday	Nov 12	Veterans Day observed
Jan 16	Martin Luther King Day	May 28	Memorial Day	Nov 22	Thanksgiving Day
Feb 20	Presidents' Day	Jul 4	Independence Day	Nov 23	County Thanksgiving Holiday
Mar 30	César Chávez Day observed	Sep 3	Labor Day	Dec 24	Christmas Eve
Mar 31	César Chávez Day (CA)			Dec 25	Christmas Day

### BEFORE THE FRESNO COUNTY ZOO AUTHORITY STATE OF CALIFORNIA

RESOLUTION REQUIRING
ADHERENCE TO CURRENT
FRESNO CHAFFEE ZOO BID
POLICIES AS A CONDITION OF
RECIEPT OF MEASURE Z
FUNDS

IN THE MATTER OF THE FRESNO CHAFFEE ZOO BID POLICIES

WHEREAS, At the November 4, 2004 general election, Fresno County voters approved "Save Our Zoo" Measure Z by 73.4% of the vote, and WHEREAS, Measure Z is a one-tenth of one percent sales tax for ten years with all net proceeds dedicated exclusively to the Fresno Chaffee Zoo, and WHEREAS, a minimum of two-thirds of Measure Z funding is reserved for construction of capital improvement projects in the Fresno Chaffee Zoo, and WHEREAS, the Zoo Authority may approve or disapprove the Fresno Chaffee Zoo's request for funding for a capital improvement project, and WHEREAS, the Fresno Chaffee Zoo may use contractors to design and construction capital improvement projects which are funded by Measure Z, and WHEREAS, the Zoo Authority is charged with oversight of the general administration of Measure Z funds and with requiring that the Fresno Chaffee Zoo enter into appropriate contracts to expend Measure Z funds as provided in Measure Z, and

WHEREAS, the Fresno Chaffee Zoo adopted policies for the procurement of bids and services, and

WHEREAS, the Zoo Authority concurs with the Fresno Chaffee Zoo policies on procurement.

### NOW, THEREFORE BE IT RESOLVED that:

- As a condition of receipt of Measure Z funds for construction of capital improvement projects within the Zoo, the Fresno Chaffee Zoo shall follow the "Fresno's Chaffee Zoo Corporation Policy on the Procurement of Goods and Services, Including the Bidding & Selection Process for Construction Projects" (attached hereto as Exhibit A) whenever it procures goods or services.
- 2. If the Fresno Chaffee Zoo wishes to change in any way the "Fresno's Chaffee Zoo Corporation Policy on the Procurement of Goods and Services, Including the Bidding & Selection Process for Construction Projects" attached hereto as Exhibit A, the Fresno Chaffee Zoo shall first provide such changes to the Zoo Authority and seek comment on same.
- 3. If the Fresno Chaffee Zoo contracts for goods and services in a manner which does not comply with the policy attached hereto as Exhibit A, or changes such policy without approval of the Zoo Authority, the Zoo Authority may deny the appropriation of Measure Z funds on this basis.

THE FOREGOING was PASSED and ADOPTED by the following vote of the Fresno County Zoo Authority this <u>70</u>th day of November, 2011, to-wit:

AYES: NOES: ABSENT:

( /

Mile Chairman, Fresno County Zoo Authority

CONTACT: Terri Mejorado Director of Marketing and Development 559-498-5926 559-859-2227

tmejorado@fresnochaffeezoo.org

FOR IMMEDIATE RELEASE November 28, 2011

### BELOVED MALAYAN TIGER DIES AT FRESNO CHAFFEE ZOO

Fresno, Ca. — Fresno Chaffee Zoo is saddened to announce its much loved female Malayan tiger (Panthera tigris jacksoni) passed away this morning. The 11-year old tiger, known as "Kiri", recently began to show a decline in health. According to Zookeepers, Kiri began vomiting and was unable to keep fluids down. Zoo staff and local medical experts from St. Agnes Medical Center performed procedures and tests to find the cause of her symptoms. Those tests were inconclusive as to the source of her illness.

"Kiri was a favorite and much loved part of Fresno Chaffee Zoo, both by our community and staff. We are devastated at her passing and will miss her greatly," stated Lyn Myers, Assistant Curator.

Kiri came to Fresno in September 2000 on loan from the Cincinnati Zoo and quickly became one of the Zoo's most popular animals. On February 9, 2005, Kiri became a permanent resident of Fresno Chaffee Zoo after a generous donation from the Cincinnati Zoo.

The Malayan tiger, found in the southern and central parts of the Malay Peninsula, until 2004 was not considered a subspecies in its own right. The new classification came about after a study by Luo S-J et al. from the Laboratory of Genomic Diversity, part of the U.S. National Cancer Institute.

Recent counts showed there are only 600-800 Malayan tigers in the wild, making it the largest tiger population other than the Bengal and Indochinese tigers. It is, nevertheless, still an endangered subspecies.

The Malayan tiger, along with the Sumatran tiger, is perhaps the smallest existing subspecies of tiger. Its stripe pattern is similar to the Indochinese tiger but its size is closer to the Sumatran tigers with an average weight of 120 kg (265 lb) for adult males and 100 kg (220 lb) for females. Male Malayan tigers measure around 237cm (7.8 ft) in length from head to tail and female Malayan tigress around 200cm (6.6 ft) in length.

### Fresno zoo tiger Kiri may have died of renal failure

The Fresno Bee

Tuesday, Nov. 29, 2011 | 11:08 PM

Renal failure may have been a cause in the death of a Fresno Chaffee Zoo tiger over the weekend, the zoo's veterinarian confirmed Tuesday. Kiri, an 11-year-old female Malayan tiger, was found dead after zoo staff finished her blood work. Her illness was first detected Friday. Lewis Wright, the zoo's veterinarian, said Kiri also had elevated glucose levels and that renal failure can't be pinpointed as the only cause.

### Chaffee Zoo breaks attendance record in 2011

By Marc Benjamin - The Fresno Bee Tuesday, Jan. 03, 2012 | 09:26 AM Modified Tue, Jan 03, 2012 09:21 PM

Fresno Chaffee Zoo broke its annual attendance record in 2011, but that record may not stand long as the zoo prepares major projects for the new year. Last year's attendance of 511,747 outdid the previous busiest year in 1989 by more than 7,000 visitors.

City and zoo records date back to 1965, said Scott Barton, zoo director, and last year's attendance is higher than any year since records have been kept. The zoo first opened in 1908. "I really feel we broke the all-time attendance record, but I really can't prove it," Barton said. Attendance was up more than 15% from 2010 when 443,251 visitors went through the gates, he said.

Such a large jump in attendance normally relates to a major new exhibit, but there were no significant new additions in the zoo during 2011, Barton said. But affordability — general admission is \$7 for adults — might be a key to Chaffee's success. Statistics from the Association of Zoos and Aquariums showed that zoos charging less than \$10 for admission have had higher attendance since the economic downturn began. Those charging more than \$10 have had flat or lower attendance, Barton said. "The zoo is very affordable, and it works to our benefit," he said. "We are cheaper than a movie."

He said zookeeper chats and other staff efforts at improving the visitor experiences played a role in the rising attendance. So did the economic downturn, Barton said, because people are staying closer to home and are more inclined to visit local attractions. "Local families also bring guests from out of town," he said.

In their financial plan for 2012, zoo officials budgeted for 520,000 visitors, but with several new projects, Barton expects the zoo to reach near 540,000 visitors this year. The largest new project is Sea Lion Cove, one of the nation's most modern sea lion exhibits. A king cobra exhibit is being added in the reptile building and a river otter project will fill the space where sea lions are now. A children's water play area also is planned near Dino Dig, Barton said. All the projects will open in the summer or fall, he said.

The reporter can be reached at mbenjamin@fresnobee.com or (559) 441-6166.