What FOSAZ means to the Santa Ana Zoo for 2019
Board Members
Marketing:

- Bloggers
- Updates and interactions with our fans on Facebook, Twitter, and Instagram
- YouTube channel reinstated!
- Website maintenance and improvements
- Animal Tales Newsletter
- Event promotion
- Signage & banners around the Zoo for all events, adoptions, donors & new exhibits
The Revenue Generators: Train, Carrousel & Ferris Wheel
Synergy of Three!

GENERATED FUNDS:
• Jan – Sept $460K
  Up from $451K last year

SPENT FUNDS:
• Ride Technician
• Rides operations
• Ongoing rides maintenance
• Rides inspections
Membership

The Constant Revenue Source!

- Zoo Member households holds steady at just over 6,600
- Net revenue at $321,021
- New Memberships sold at 4,380 total for the year-to-date
- Returning Members at 1,823
Treetop Toys Gift Shop

Net revenue: $37,294K

YOU MAKE A DIFFERENCE
A portion of your purchase supports the Santa Ana Zoo and its conservation programs.
Rentals

Net revenue: $54,412K
Special Events
Boo at the Zoo 2019!

Raising over $30K for Primates!
Partnering with CHOC & MAKE-A-WISH for DREAMNIGHT!
Big Fundraiser - ZOOFARI 2019!
$110K for Primates!
Master Plan

• River Otter & Primate Trails
• Farm Upgrades
  – Goat Encounters
  – Rain Garden
Animal Habitats & Animal Upkeep

- Installed new plastic shelf and wire on gate at Binturong habitat
- Medical Supplies
- Installed Ocelot gate mechanism and wire frames
- Fixed pump at Jack Lynch
- Golden-headed lion tamarin exhibit replaced small wooden shelf
- Repairs in Colors of the Amazon
- Anteater indoor holding building repairs
- Heater bulb for Blue & Yellow Macaws
- Animal Acquisitions
Education

- Salary supplement for Education Specialist
- Zoomobiles
- Zoo Safari School Programs (Zoofari Wish List)
- Classroom materials
- AZA conferences/training for Education Specialist & mileage reimbursement
- Title 1 Schools Education and Field Trips
Conservation

- Dollar for a Holler
- Enhanced Black Howler, Capuchin, Lemur and tamarin exhibits
- Frog Pod completion
- Ferris Wheel education cards
Continuing Education

- AZA dues
- Santa Ana Zoo Staff to attend AZA Meetings and Conferences and AZA Management Schools
- Membership for online continuing education “Webinars”
- Membership to IAAPA
- Conferences for part-time staff
- Provide online classes to City Zoo Staff from San Diego Zoo website
- TEA Membership
Family Farm

• General Equipment repair
• Repaired Buff Geese Habitat lift door
• Removed and replaced broken host bib inside Carriage House
• Repairs/Dung Balls for Dung Beetle Roll
• Repaired Chicken/Turkey lift chain
• Repaired roll up doors in Family Farm
• Maintenance on Pig stall
• Repaired middle holding door of building at Cow Habitat
• Fixed leaks at Play Yard pool for Education Ducks
• Repaired fencing at Goat Yard
General Zoo & Maintenance

- Volunteer Recognition event & gifts
- Uniforms
- Monitoring service (Secret Shoppers) to improve Zoo customer service
- Provide supplies, decorations, volunteers, sound and lighting and coordination of general Zoo events
- Hang banners and signs
- Monitor the parking lot on busy weekends
- Fix and maintain Playground equipment
- Repair commissary freezer door and walls
- Set up and clean up of events
- Sparklett’s Water for Zoo/USGS Staff
- Repair golf carts
- Check electrical outlets in Amphitheatre
- Fix various leaks in ceilings
- Improve locking mechanisms of back gates
- Move small wishing well
- Preparing for new Jeep at Exploration Outpost
- 10% to City Fund
<table>
<thead>
<tr>
<th>Year</th>
<th>Project Description</th>
<th>Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>2019</td>
<td>Rides Upgrades</td>
<td>$39K</td>
</tr>
<tr>
<td>2019</td>
<td>Goat Trails Design</td>
<td>$22K</td>
</tr>
<tr>
<td>2019</td>
<td>Camel &amp; Hoof Stock Washing Stations</td>
<td>$15K</td>
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<tr>
<td>2018</td>
<td>Fifty Monkey Ferris Wheel</td>
<td>$1.5M</td>
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<tr>
<td>2018</td>
<td>Jack Lynch Aviary Renovation</td>
<td>$20K</td>
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<tr>
<td>2018</td>
<td>Golden Headed Lion Tamarin Holding Facility</td>
<td>$20K</td>
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<tr>
<td>2018</td>
<td>Ferris Wheel Landscaping</td>
<td>$20K</td>
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<tr>
<td>2018</td>
<td>Farm Entry Fence</td>
<td>$17K</td>
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<tr>
<td>2018</td>
<td>Farm and Animal Encounter Zone Design</td>
<td>$17K</td>
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<tr>
<td>2018</td>
<td>Turtle Education Area</td>
<td>$15K</td>
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<tr>
<td>2018</td>
<td>Dung Beetle Maze</td>
<td>$15K</td>
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<tr>
<td>2018</td>
<td>Camel Scale</td>
<td>$15K</td>
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<tr>
<td>2017</td>
<td>Butterfly Displays in Exploration Outpost</td>
<td>$7K</td>
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<td>2017</td>
<td>Farm Interpretives</td>
<td>$10K</td>
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<td>2017</td>
<td>Education Farm Graphics</td>
<td>$10K</td>
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<tr>
<td>2016</td>
<td>VIP Cart for Handicapped and Cart Parking Structure</td>
<td>$40K</td>
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<td>2016</td>
<td>Amphitheater Tiki Bar</td>
<td>$18K</td>
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<td>2016</td>
<td>Primate Heaters</td>
<td>$12.5K</td>
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<td>2016</td>
<td>Eagle Bunker and Roof</td>
<td>$12.5K</td>
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<tr>
<td>2016</td>
<td>Pygmy Marmoset Upgrades</td>
<td>$12K</td>
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<tr>
<td>2015</td>
<td>Ocelot Exhibit &amp; Educational Center</td>
<td>$500K</td>
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<td>2015</td>
<td>Synthetic Thatching Roof Project</td>
<td>$135K</td>
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<td>2015</td>
<td>Amphibian Conservation Pod</td>
<td>$44K</td>
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<td>2015</td>
<td>Crested Capuchin Holding Area Project</td>
<td>$35K</td>
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<tr>
<td>2015</td>
<td>Aviary filtration renovation</td>
<td>$63K</td>
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<td>2015</td>
<td>Paid-off City’s lease for the Animal Hospital Trailer</td>
<td>$31K</td>
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<td>2015</td>
<td>Drinking Fountain Replacement</td>
<td>$24K</td>
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<td>2015</td>
<td>Conservation Corner - Structural Support “Out-Riggers” Replaced</td>
<td>$15K</td>
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<td>2015</td>
<td>Trees and Climbing Structures for Ocelots</td>
<td>$10K</td>
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<td>2015</td>
<td>Educational Tables &amp; Chairs for the Barn Classroom</td>
<td>$10K</td>
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<td>2015</td>
<td>Repairs for Rainforest and Ruffed Lemur Exhibits</td>
<td>$6.2K</td>
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<td>2015</td>
<td>Air Conditioners in the Farm for Education Animals</td>
<td>$7.5K</td>
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</table>
In 2019, Board Members voted YES for the following Zoo Improvements:

• 2019: Rides Upgrades [$39K]
• 2019: Goat Trails Design [$22K]
• 2019: Camel & Hoof Stock Washing Stations [$15K]
• Continuation of:
  – Zoo Restroom Cleaning and Portable Restrooms
  – Title 1 Schools Education Field Trips
  – Vet and Education Specialist Salary Supplement
  – Maintenance Personnel
CASH RAISED

Total Net Unrestricted Cash Dollars Raised by FOSAZ in support of the Santa Ana Zoo Jan-Sep 2019...

$202,654
CASH RAISED
Total Net Restricted Cash Dollars Raised (including grants & fundraising) by FOSAZ in support of the Santa Ana Zoo Jan-Sep 2019...

$317,217
CASH RAISED

Total Restricted & Unrestricted:

$519,871
Volunteer$\$$

- 997 hours at $29= $28,913 value

- Board – Finance, Zoo Improvements, Education, Entertainment, etc. – 15,876 hours at $77 $1,222,452 value

TOTAL in Volunteer Dollar Value given to the Santa Ana Zoo = $1,251,365
TOTAL DOLLAR ($$) VALUE FOSAZ HAS GIVEN TO THE ZOO Jan-Sep 2019

$1,771,236!
F.O.S.A.Z.

• Friends to the animals
• Friends for the children
• Friends of the community
• Friends of the SANTA ANA ZOO

...for future planning and beyond!